Board of Trade Journal

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Advertisement

INDUSTRIALIZED BUILDINGS — A NEW INDUSTRY?

by V. E. PRESCOTT

British firm led way to modern techniques in 1950 — and before.

ADVANCE PUBLICITY for the 1963 Building Exhibition, with its theme of Industrialized Building emphasizes 'This new method of construction, employing prefabrication and factory production of components for all types of buildings.'

One hand-out goes on to say 'This method of building creates a demand for new kinds of materials, new applications and new construction techniques, replacing many traditional methods.'

The newness of industrialized building has been plugged in every piece of publicity for the Exhibition which we have so far seen – and that is quite a lot. So much so that we find ourselves more than a little bemused when we consider whether this is a fair claim for prefabrication and pre-engineering techniques.

Admittedly, the idea 'new' is a purely relative one, and certainly no-one would dispute that the traditional building industry is very traditional indeed: it must go back all of 5,000 years. Against this background one might perhaps refer to a development which occurred say 50 years ago as 'new.' But somehow we do not feel that this is what the organizers of the 1963 Building Exhibition mean to convey.

On the other hand, as every advertising man knows, the word 'new' is semantically a very good word to introduce into advertising copy – that is to say, it has the power to compel attention and to arouse curiosity.

Perhaps this has something to do with it.

In fairness to those who have exploited the word on this occasion, and this applies particularly to the building trade papers, one must admit that a surprising number of people at all levels in industry – and even in the building trade itself – know little of the techniques of prefabrication, possess inhibited opinions of the versatility of these techniques, and are unaware of the tremendous role which they are going to play in building during the next ten years.

So perhaps after all the motive for using this three letter word is a proper one, even if the literal interpretation is not.

To place the thing in its proper perspective, however, it should be clearly stated that this industry – the industrialized building industry – could properly have been described as new only in the years immediately following the last war.

Forms of prefabrication, especially for houses and small buildings, existed in the years between the two wars; but the origin of the development of larger structures – especially factory buildings – can be traced to damage inflicted on British industry by enemy attack between 1939 and 1945. War-time concentration of industry, and general deterioration of plant and structures over a period of six years, also played its part.

At the end of hostilities there was a period of laborious redistribution of production capacity and labour resources, associated with acute shortages of raw materials and plant. There arose a desperate need for new buildings – buildings which the traditional industry, itself in a run-down state and facing shortages in all its requirements, was unable to supply. Government Ministries played an important part at this time in encouraging the development of larger prefabricated structures for industrial use.

PIONEER NAME

One of the earliest names to appear in this field was that of Coseley – Coseley Buildings Limited, the Midlands company known today as one of the world's leading producers of pre-engineered buildings of all kinds.

Now in its 15th year of production this company manufactures a larger range of designs than is produced anywhere else in Europe.

Fifteen years of intensive development have produced Coseley designs for virtually every application for single storey buildings – from factories and warehouses to schools and hospitals, from plant depots and workshops to lightweight housing for the tropics (hurricane-proof nonetheless).

Latticed steel and steel joist portal frame structures in clear spans up to 120 ft. enable vast areas of production space to be enclosed under a single roof; sawtooth roof and crane-bay structures meet specialized requirements in industry; and three Coseley designs for schools and housing have been developed especially for overseas countries.

Over the years nearly 50 million sq. ft. of Coseley steel framed buildings have been fabricated. Nearly 70 per cent of this production has been exported to more than 130 overseas countries, making a more than worthwhile contribution to Britain's post-war export drive.

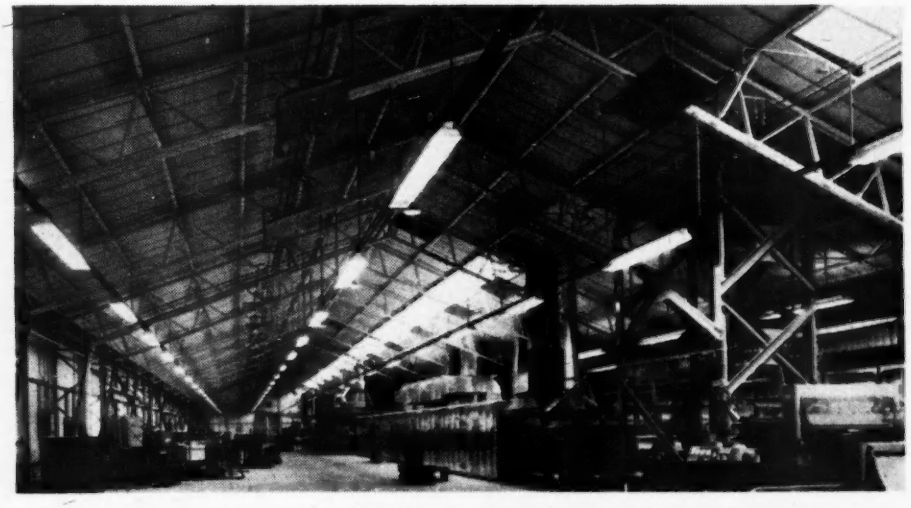
THE ADVANTAGES

At a time of accelerated economic development throughout the world, time is a vital consideration in industrial development. Labour costs are high, and building methods which reduce the site labour content of a job represent cash savings.

The great advantages of industrialized building lie in the speed of manufacture of jig welded components under factory conditions, 'dry' – and therefore rapid – assembly on site, and the manner in which even very large buildings can be broken down into compact loads for road, rail or surface vessel transport to any destination.

A common misunderstanding relates to the use of the phrase 'standard buildings.' In fact, prefabricated industrial buildings are made from a very large range of standard components, giving many thousands of possible variations in the layout and appearance of any single type of structure.

Looking to the future, these methods are assured of a major role in building the new Britain. Coseley design and development teams are experimenting with new materials and new design techniques – and here the word 'new' is certainly justified.



The James Booth 'Amazon project,' the recent opening of which attracted considerable attention in the trade and technical Press. Two 60 ft. span Coseley latticed steel framed structures provided the 'L' shaped paint line building seen here. Note the clean effect resulting from the use of interior lining materials, also supplied by Coseley.

The extent of the present Coseley range can be seen on the theme Stand at the Building Exhibition, where an attractive range of Coseley literature is also available (comprehensive selection of this literature can be obtained on application to Coseley Buildings Limited, Lanesfield, Wolverhampton).

Additions to the range will shortly be announced, and in this respect Coseley is keeping abreast with present-day needs, and preparing for the needs of tomorrow.

Board of Trade Journal

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Front cover photograph

Inaugurated this week is the I.C.T. 1301 computer bought by Lewis's Limited, the department store group which comprises Selfridges in London and eight stores in the provinces. Three years of planning preceded this installation, which is the first in Britain to be used for department store stock control on a large scale. Many stores overseas are following this application with interest. I.C.T., which recently acquired the Computer Department of Ferranti Limited, is Britain's largest manufacturer and distributor of data processing equipment. More than 40 per cent of its business is done overseas, and it is represented by subsidiaries, branches and agents in over 50 countries.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

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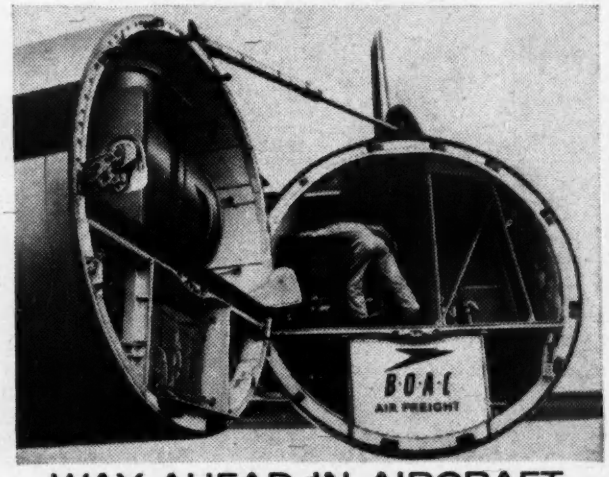
Europe's most modern facilities



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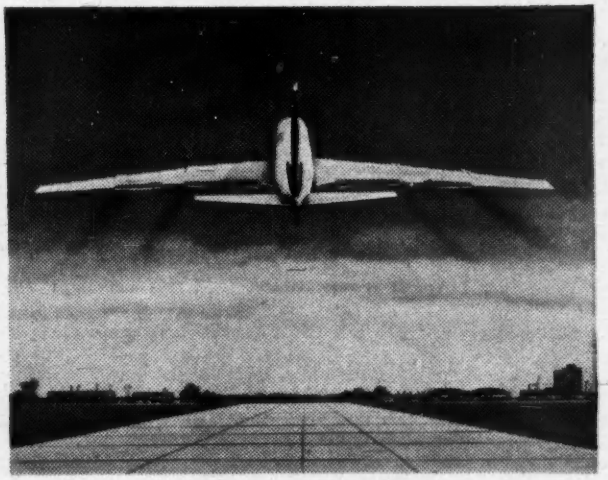
WAY AHEAD IN FREQUENCY
With T.C.A., 60 cargo-carrying jet services every week



AWAY AHEAD!
Only BOAC flies from London, Manchester and Prestwick

BOAC's unrivalled transatlantic cargo services mean more business opportunities for you the exporter! New developments centre round the addition of 6 CL44 all-freight services a week. BOAC CL44s can take any load from an 80ft. piece of machinery weighing 28 tons down to the smallest packages—all at economical rates. Add to this your savings in insurance and packing, and the many comprehensive BOAC facilities that help speed your goods to an immediate profit, and you can see why it now makes double the sense to jet your freight by BOAC. *Have a word with your BOAC Appointed Cargo Agent, or get in touch with BOAC.*

B·O·A·C
speeds the export drive

BRITISH OVERSEAS AIRWAYS CORPORATION WITH T.C.A.

New Export Centre inaugurated

Sir Ralph Perring, Lord Mayor of London, opened the new Export Information Centre at the headquarters of the Export Services Branch, Board of Trade, at Hillgate House, 35, Old Bailey, London, E.C.4 (Tel. City 5757) on October 15. (See Board of Trade Journal, October 11, page 785.)

Introducing Sir Ralph at the opening ceremony, Lord Derwent, Minister of State, Board of Trade said that it was a matter of great satisfaction to find that Sir Ralph took such keen interest in exports, and in exporters. Referring to the Lord Mayor's Show in November last year, Lord Derwent said that it was a splendid start. Even invisible exports were suitably represented – the City's particular contribution to that most important of all balance sheets – the United Kingdom's balance of payments. 'Then followed three heartening occasions to honour the export salesmen whose efforts are so vital to us all: I speak of your three export achievement luncheons whose ceremony and splendour were so much appreciated by those who came from all parts of the country to attend them'.

'Finally' said Lord Derwent 'there have been your two visits to overseas markets: to Canada where, in private and public meetings you have explained the need for expanding our trade; and in Zurich, where your procession, in company with Dr. Landolt, the Lord Mayor of Zurich was a highlight in the British Fortnight held there'.

Continuing, he said 'We are indeed glad that you have been able to come down here to this Branch, which is, as it were, the workroom of one of the Board's most important services to exporters: the provision of detailed and up-to-date information about overseas markets. Is there a market for my goods? Can you get me a sample of my competitor product? Can you help me to find an agent? What are the import licensing requirements of Ruritania? These and many other questions come into these offices at the rate of 2 per minute or 300,000 per annum. The library in which you now stand is, in its field, the most comprehensive and up-to-date in the country, and one of the largest in the world. It contains over 85,000 volumes of statistics from other countries. It has trade and telephone directories from 150 countries. It has 10,000 catalogues of foreign firms – a small collection as these things are judged – but it can ask 226 overseas posts to obtain the catalogues of any firm for which a request is made. There are 50-60 foreign language dictionaries (including some technical ones). If you want extracts of what we have, you can have copies made (for a small fee) within 24 hours. And if we have not got what you want, we can advise you how to get it.'

Lord Derwent then referred to the new and welcoming front window (on the ground floor), which will we hope encourage even more exporters to draw on the accumulated knowledge which we have in this room and in the offices above us. The work is not new: but the open window on the world is. So is this library, and the facilities for working which it provides for commerce and industry'.

Declaring open the Export Information Centre, Sir Ralph said it seemed to him last year, when he was invested with the high honour of the City of London, that the most practical need of this country was increased exports. Exporters were deserving of every encouragement that we could give them. We needed to export to live and to export more to live well. In helping exports and exporters we were really helping ourselves.

'I have greatly enjoyed the occasions when I have met our exporters in London', he added, 'The other inspiration of my export activities has been, as it should be, to look outwards; to visit the customers in their own lands. In August I spent twelve days touring Canada, in Quebec, Ontario, Alberta and British Columbia.'

The Lord Mayor said that this journey, in state, was primarily to take resolutions of greetings from the City of London, but he was able to go far beyond his civic brief – for in 30 speeches and six television interviews he talked on Commonwealth unity and expansion of trade, both ways. 'Canada is on the march; expansive, restless, pulsating and, in my view, full of possibility for our exporters if we are prepared to go out and sell.'

Continuing, the Lord Mayor referred to his visit to Zurich with his three coaches and pikemen in support of the British Fair and Fortnight. That 1,500 shops in Zurich were prepared to stock British goods at this time illustrated to him what could also be done elsewhere in many parts of the world with sufficient imagination and driving force.

'When I set out on my travels I did not know of the existence of a little book entitled "Hints to Businessmen" which I have recently seen. I know now that whenever one sets forth to foreign parts a call to Trafalgar 8855, Ext. 2928, will bring this handy little booklet of passport size to tell me much of what I may want to know or remember. It is essential to travel abroad to sell goods abroad. It is expensive. Those who go should do their "homework" before they start. I am delighted to see the aids to study which the Export Services Branch are able to offer. I am very glad to see your "window on the world" in the heart of my City of London – a window which cannot fail to attract interest and attention. The provision of services of this kind seems to me an admirable way in which industry and officials can work together. Your Department can provide the facts. Businessmen can put them to profitable use by their visits here to seek the information they need,' he said.

To convey an idea of one aspect of the work of the Export Information Centre, Sir Ralph Perring posed a question of the hundreds of similar inquiries which the Export Services Branch handle daily.

Q. What prospects are there for export textiles to British Columbia and can it be used as a springboard for markets in the United States and the Orient?

A. Canada is already one of Britain's best customers for textiles – from piece-goods to ladies' sweaters. We also sell Canada large quantities of wool tops for use in her own textile factories. For some years Canada has been the best buyer of top quality British worsteds, but the market for these and other piece-goods is mainly in Montreal, Toronto and Winnipeg where Canada's own making-up industries are situated.

British textile products of many kinds are held in high regard right across Canada – and certainly not least in British Columbia which in many of its tastes is the most British part of Canada. In some things like women's sweaters and – perhaps not altogether surprising – raincoats, British Columbia buys considerably more from Britain than any other Province.

There are many opportunities for British manufacturers to sell more products in British Columbia. They will find there is lots of goodwill and a real wish to trade with Britain. But there is also very keen competition from the United States and from domestic Canadian manufacturers. Any British manufacturer who wants to get into the market and stay in it must be prepared to go out of his way to meet local preferences in design and styling, remain competitive on price and be sure he has really first-class representation in British Columbia.

British Columbia with its high standard of living (even by Canadian standards) its dominant position in the West, its go-ahead attitude and its special goodwill for Britain is a good place for British manufacturers, including makers of textile goods, to try to establish a first foothold in Canada. British Columbia does not offer, however, a stepping-stone for British manufacturers to Far Eastern markets. Britain has had long experience of selling to the Orient and there exist well-established, efficient and highly specialized outlets for British goods in the important markets there. Nevertheless, British Columbia can be a vantage point from which to explore the vast United States market of the Pacific Coast, but when it comes to selling there it is more satisfactory to establish arrangements within the United States. In many ranges of textiles it is desirable to hold stocks locally, and the Customs and import complications which would ensue on transfer from British Columbia to the United States in the absence of free port facilities, make it difficult to do business competitively that way.

The Statistics and Market Intelligence Library referred to above is open from 9 to 5.30, Mondays to Fridays. Tel. City 5757, Ext. 368, or Telex No. 25977.

There are over 100 booklets in the 'Hints to Businessmen' series referred to by the Lord Mayor. Free copies covering individual countries are available to British exporters going overseas.

Thoughts in an American airliner

By John Chadwick, C.M.G.,
H.M. Minister (Commercial), Washington

BY THE TIME I had reached the centre of Chicago I was agape with amazement. The size of the airport, where aircraft fly in and out on parallel runways, was a breathtaking beginning; and the speed of the bus-ride over a network of wide Expressways right into the heart of the city astonished me both by the immense cost of breaking this entry through miles of well-developed suburbs and factory districts and by the organization which must have gone into the planning of it. By comparison, our M.1 is in truth a beginner's effort.

The exits and entrances on the Expressways are so clearly marked that if you know where you want to go you can get there with no difficulty at all; but the man who does not know where to go could quickly make himself, and others too, into nervous or even physical wrecks. When driving in the United States one should do one's homework beforehand, memorizing the details of the journey; driving is then easier than perhaps anywhere in the world.

I soon concluded that the same maxim applies to selling in the United States. Almost everybody in Chicago to whom I spoke about selling said that nearly all British firms sent price quotations in sterling, ex-Works or at best FOB. The American buyer is not going to be bothered to convert this into dollars and to find out how much the transatlantic freight and insurance will cost; there are plenty of other sellers offering equally attractive goods and his choice is as wide as the world. He wants quotations in dollars both FOB (for calculation of American customs duty) and CIF (for calculation of the final cost).

Another point is that the United States is a rapidly expanding market. Any British firm which thinks itself satisfied by a modest annual increase in its exports to the United States of, say, two per cent is doing itself an injustice. This point is worth considering in terms of Neddy. The NEDC report aims at an average annual rate of economic growth of four per cent and it points out that an even more rapid rate of growth of our exports – 5½ per cent – is required to make it possible. It will be disappointing if a British exporter once established in the American market is not able to achieve a high rate of annual growth in sales.

In comparison with the size of the American market and the scale of American industry today, British industry is only medium-sized. The consequence is that British firms trying to sell in the United States sometimes find themselves faced with an order in excess of what they can immediately produce, and often enough the deal falls through. How can this be overcome? It would plainly be a grave mistake to embark on a capital expansion scheme before having ascertained that the product will sell well in the United States, but if the product is a good one or is competitive in price with the United States product, the manufacturer who proposes to embark on a sales campaign in the United States would be well advised *at the same time* to take all necessary steps short of a firm commitment to prepare for an expansion of production in the event that his product finds a ready market.

There is the old story of the anxious British father in London who allowed his daughter to go to an American university and sent a telegram to his wife's cousin in San Francisco asking him to meet the girl at New York. The telegram in reply read: 'Meet her yourself. You're nearer.' There are many firms in New York which are fully able to market imported British goods effectively all over this vast country; but there are some who are not, and it is a pity when British firms are content with a relatively small off-take by an American importer who demands selling rights throughout the States but who in fact has no intention of pushing sales further than the opposite bank of the Hudson River.

For the medium-sized manufacturer of consumer goods it is probably best to make first contact with the United States market through the department stores buyers. The best places to find them are London and New York. If possible the product should be devised in clean modern lines and should have an element of surprise about it – a 'gimmick'. Another approach to the market (and this applies especially to machinery and semi-manufactures) is to tackle one region of the United States at a time, treating it not as one country but as a group of territories, like the Common Market. There is no doubt at all that the most important marketing region for imported goods is the Eastern United States centring on New York; but New York is far from being the only channel and there are several quite improbable-sounding examples of successful selling of British goods throughout the United States by importing firms in cities remote from the sea coast.

Look, once again, at Chicago. The area within 60 to 80 miles radius of the city centre:
– has the highest income per family of any region in the United States.
– has roughly the same population as, but more than twice the gross national product of, Sweden; indeed, more than all the Scandinavian countries together.
– can produce more steel than Britain.
That adds up to a lot of business.

During the past five weeks the Board of Trade Journal has featured a series of articles on the general theme of the United States as a market for British goods in advance of a seven week tour of Britain, beginning on October 21, by the six H.M. Commercial Officers in the United States illustrated opposite. The Officers will be talking to businessmen individually about the prospects for exporting their goods to the American market.
The six Officers will split into two teams of three, the first led by Mr. M. Gale, and including Mr. W. E. Williams and Mr. E. H. Harrison, the second led by Mr. A. G. Elgar, and including Mr. M. W. Brier and Mr. B. W. Goodman. Mr. Gale's team will visit London, October 21 to November 18; Cardiff, November 19 and 20; Bristol, November 21 to 26; Glasgow, November 27 to December 4. Mr. Gale will also visit Belfast on December 4 and 5.
Mr. Elgar's team will visit Birmingham, October 22 to November 1; Manchester, November 2 to 21; Leeds, November 22 to December 2; Newcastle, December 3; and London, December 4.
If you wish to make an appointment to meet one of these Officers and have not already applied in response to earlier publicity, you should approach the nearest Office of the Board of Trade or send your inquiry to Room 5366, Board of Trade, Horse Guards Avenue, London, S.W.1, to establish whether any appointment time is still available.

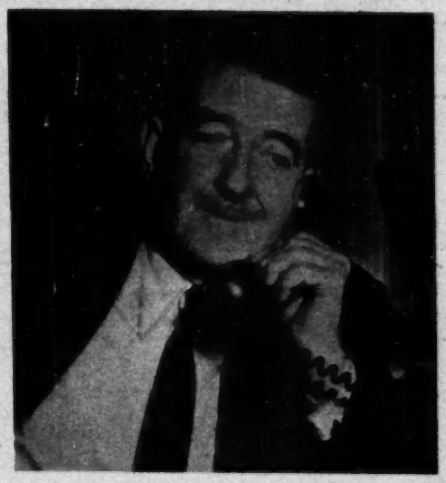
Market for electronic components

A POTENTIAL MARKET for a substantial amount of British electronic components is opening up in the Upper Midwest states of the United States, according to the British Consulate in Minneapolis, Minnesota. Sales of British products have already been made to manufacturers there and currently one of the largest Minnesota manufacturers is asking for quotations for several important components.

The Twin Cities of Minneapolis/St. Paul are now ranked as the fourth largest electronic centre in the United States. One hundred and sixty firms employing 50,000 people have gross sales of approximately $750 million. Leading firms in this, the fastest growing industry in the Upper Midwest, include such famous names as Minneapolis Honeywell Regulator Company, International Business Machines, Remington Rand Univac and Control Data Corporation. These firms, with the close co-operation of the University of Minnesota, the Minnesota State Committee on Electronic Industries and local technical schools, have created a favourable climate there for the dynamic growth of electronics.

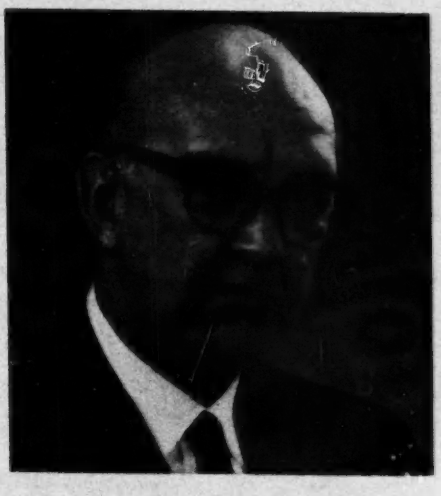
Fascinating development work is taking place in computers, hearing aids, space technology and other fields, and the British Consulate is willing to make suitable arrangements for British manufacturers interested in visiting this part of the United States.

These officers will advise on exporting to the United States



W. E. WILLIAMS *first went to Detroit in* 1924 *for executive training with the Ford Motor Company. He subsequently served the company in the United States, Canada, India and the United Kingdom. In* 1939 *he joined the armed forces attaining the rank of Lieutenant Colonel. In* 1949 *he was appointed Commercial Officer at the British Consulate in Detroit, and is now Consul Commercial, being wholly occupied with the promotion of British trade in such diverse fields as automotive assemblies, component parts and accessories, scientific instruments, machine tools, sporting goods, food stuffs, building contractors' equipment, steel and pipe.*

MALCOLM GALE *was born in* 1909. *Educated at Sedbergh and Madrid University. Entered business in* 1931, *and joined the Foreign Service in* 1947. *Mr. Gale has served in commercial capacities in Santiago, Chile, Caracas, Ankara, Bahrain and Milan. He was appointed Counsellor (Commercial), Washington, in January,* 1960, *in charge of British export promotion in the United States. In the course of his duties he has travelled extensively in this market, visiting the Consulates and Consulates General, commercial firms and department stores.*



EUGENE H. HARRISON, *British Vice-Consul (Commercial) at the British Consulate, Minneapolis, was born in London in* 1917, *and was educated there. After leaving school he spent some time in the shoe industry, which included sales, buying and some factory experience. During the second World War, as a Captain in the Royal Norfolk Regiment, he served in France, Belgium, Holland and Germany. He resumed his business career in London in* 1946 *and has a ten-year background with well-known London stores. In America he has had sales, buying and managerial experience in the shoe industry. He is concerned with the promotion of British imports and trade in the four-state consular area of Minnesota, North and South Dakota and part of Wisconsin.*

MATTHEW WALTER BRIAR *was born in Portsmouth, Hants. Served in the British and Indian Armies from* 1920 *to* 1947 *with war service in India, Arakan and Burma. Retired with the rank of Lieutenant Colonel. Joined the Foreign Service in* 1948, *since when has held various commercial and other posts in Iran, Afghanistan, Japan, the former Belgian Congo, and Cambodia, before coming to Cleveland since April,* 1958, *as Head of the Commercial Department of the British Consulate General.*

ALAN G. ELGAR *was born in London in* 1922. *Educated at Colfe's Grammar School and London University (graduated in economics). Served in the Royal Navy* 1941-46 *and demobilized with rank of Lieutenant R.N.V.R. Ministry of Supply* 1946-1948. *Joined Foreign Service in October,* 1948, *and appointed to Foreign Office (mainly Training Section of Personnel Department). Vice-Consul (Commercial) in Dusseldorf from* 1953-1956. *Transferred to British Embassy, Bonn, as First Secretary (Economic) in* 1956 *and served there until* 1959. *Consul (Commercial) in Los Angeles, California, from September,* 1959, *to date.*

B. W. H. GOODMAN *was born in Great Crosby, Liverpool, in* 1931. *Educated at Merchant Taylors' School, Great Crosby, Clare College, Cambridge, he graduated B.A. (Hons.) history in* 1955. *At Yale University he held a Mellon Fellowship from* 1955-57. *Mr. Goodman returned to the United States in* 1958 *on his appointment as Information Officer, at the Consulate-General in New York, and was appointed Commercial Officer in the same post early in* 1961.

President of the Board of Trade not now visiting German Industries Fair

MR. FREDERICK ERROLL, President of the Board of Trade, sent a message to the West Berlin authorities on October 11 regretting that he would not now be able to visit the German Industries Fair. The President also sent his best wishes for the success of this year's Fair.

Mr. David Price to visit the North of Scotland

MR. DAVID PRICE, Parliamentary Secretary, Board of Trade, was expected to visit Fort William, Inverness and Stornoway from October 15 to 17. During the visit the Minister was due to have discussions with local authorities about industry and employment problems in their areas.

On October 15 he was due to visit the site of Wiggins Teape Pulp Mill development at Fort William, the Lochabar Saw Mills and the British Aluminium works at Lochaber.

The following day the Minister was due to visit, factories in the Inverness area before leaving for Stornoway to see Harris tweed being woven in the mills and in the homes of crofters. On October 17, he was expected to perform the opening ceremony at the new Board of Trade factory of Stephen Burns Ltd., in Stornoway to be followed by an informal dinner given by the F.B.I. Scottish Council in Glasgow.

Need for improvement in markets

SPEAKING at the diamond jubilee banquet of the National Federation of Fruit and Potato Trades in London on October 8, Lord Derwent, Minister of State, Board of Trade, said that the nation owed the wholesale fruit and vegetable trade of this country a real debt of gratitude.

Continuing, Lord Derwent said it was quite clearly essential that our obsolescent markets should be greatly improved or replaced by new ones in the very near future. Essential first of all for the distributive trades who had to use them every day. Essential for the grower and the overseas supplier whose produce passed through them. Essential for the consumer, who stood to benefit from the improved distribution that new markets would bring about. Essential finally for the life of many of our cities, for the free flow of road traffic was their very lifeblood.

'On the gravity of the problem, then, we are all agreed,' he added. 'But we in the Government took the view – and I am sure it was the right one – that the first and essential step was to find out precisely what needed to be done and precisely why progress had been so slow. This is why we set up earlier this year the Inter-department Committee to which you have referred. The Committee has enjoyed the unstinted collaboration of all concerned – local authorities, growers and distributive trades alike; and I know that its inquiries have been greatly assisted by the meeting it had only last week with your Federation. Very soon now it will be for the Government to consider what the committee recommends. I know you will not expect me to anticipate the results of our consideration. But I can assure you that we do not under-estimate either the magnitude of the problem or the need for a speedy solution.'

Progress towards industrial target

SIR ROBERT SHONE, Director-General of the National Economic Development Council, speaking at a luncheon given by the Birmingham Chamber of Commerce on October 10, referred to the improved progress of industrial production. Sir Robert said: 'It now looks as though the economy may be picking up – perhaps somewhat belatedly – and be moving in a number of respects towards the targets.'

Industrial production, he said, was some 4 per cent over the level of a year ago and was thus beginning to improve on the sluggish start made in the first part of the five-year period. Of crucial importance was the movement of productivity. The latest information suggested that there had been an improvement in industrial productivity from 1961 to date of about 7 per cent. This was getting towards the rate required to put us on trend. Productivity was of crucial importance to the whole plan; it was the basis for growth in the United Kingdom – as population was increasing only slowly, growth would come mainly from higher output per man.

'Productivity, too, is the basis of competitive power in exports and is also the basis on which real incomes can increase faster than in the past and on which a price and incomes policy needs to be based,' added Sir Robert. 'As well as productivity, exports, too, after a slow start are moving ahead and getting more nearly in line with the forecasts. When the development plan was first issued it was the rapid growth in exports needed which raised the biggest doubts,' he said.

British equipment for Tunisian steelworks

EXPORT CREDITS Guarantee Department announced on October 8 that a Financial Agreement had been signed in Tunis to provide funds for a contract of up to £3·4 million between Ashmore Benson Pease & Co. Ltd., and El Fouladh for the supply of a sinter plant and blast furnace forming part of an integrated steelworks to be erected at Menzel-Bourguiba, Tunisia.

This Financial Agreement is covered by a Financial Guarantee signed in London on October 8 between the Export Credits Guarantee Department and Lazard Brothers, who have arranged financial facilities for the loan of a total of up to £2,738,580 (which may be increased to up to £7,500,000 if further orders are placed in the United Kingdom) part of which is to be provided by a syndicate of banks consisting of Lloyds Bank Ltd., Martins Bank Ltd., Midland Bank Ltd., National Provincial Bank Ltd., and Westminster Bank Ltd., and part by the Insurance Export Finance Co.

It is estimated that construction of these plants will take 2½ years and it is understood that the impact of orders will be felt in Stockton-on-Tees and through many sub-contractors throughout the United Kingdom.

State of Illinois Trade Mission visit to Britain and Europe

THE STATE OF ILLINOIS Trade Mission led by Governor Otto Kerner and one of the largest ever to visit Britain and Europe comprising 140 persons (83 Mission members and 57 wives) arrives in Britain October 30 and after a briefing session at the United States Embassy will meet with members of the FBI and the Western Hemisphere Export Council. Governor Kerner will meet Mr. Alan Green, Minister of State, Board of Trade, on October 31.

Members of the Mission are seeking buyers, agents, joint ventures or licensing arrangements, and in some cases direct investment throughout Europe. The visit of the Mission is one facet of the work undertaken by the State of Illinois to develop European trade in both directions. Since the opening of the St. Lawrence Seaway, the State of Illinois and the city of Chicago have been actively seeking increased imports from Europe to the Midwest through the port of Chicago. At the same time, Midwestern manufacturers are being encouraged to seek fresh markets for their products in Europe.

An all-day meeting will be held at the London Chamber of Commerce on November 1; on October 31 the Continental Illinois National Bank and Trust Company of Chicago give a reception at the Hilton Hotel for the Mission and on November 5, Governor Kerner and the Mission will give an official luncheon at Grosvenor House. On November 5, the First National Bank of Chicago will give a reception at the Savoy Hotel. On November 6, the Mission members will meet at the Embassy for an evaluation meeting. The Mission then departs for Chicago. Prior to visiting Britain the Mission will visit Frankfurt, Berlin and Paris.

Gold medal record carrier

A coach hide record carrier made by S. E. Norris & Company Ltd., of Dagenham, Essex, was awarded a gold medal at the California State Fair at Sacramento. The medals are awarded on the basic of good design 60 per cent, functional value 20 per cent, and practicability 20 per cent.

Imports of jute cloth, sacks and bags

THE BOARD OF TRADE in Notice to Importers No. 1049 of October 15, 1963, give further details of the arrangements for allocating the quota, already announced, for imports of jute cloth and new sacks and bags other than those from India, Pakistan, the Irish Republic and the Eastern Area (a) which are on private account. The level of this quota has been established at 1,200 tons for the first year which, for import licensing purposes, will end on June 30, 1964. No restriction is being placed on the type of cloth or new sacks and bags which may be imported, but traders are reminded that licences will be freely issued *outside the quota* for imports of common sacking, heavy bags and woolpacks as more particularly defined in Notice to Importers No. 1047.

For the present, licences under the quota will be allocated only to firms already regularly engaged in the merchanting of imported jute cloth and new sacks and bags, whether from India and Pakistan through the Jute Control or from sources to which the quota applies. Allocations will be based on trade in the year ended June 30, 1963, and applicants for licences are required to submit certified returns of their total imports, and purchases from the Jute Control, in the following form:

'The quantity of jute cloth and new sacks and bags (other than heavy bags, common sacking and woolpacks) purchased or imported by me/us in the twelve months from July 1, 1962, to June 30, 1963 was as follows:

Purchased from the Jute Control ..... cwts.
Imported from countries to which the quota applies (i.e. countries other than India, Pakistan, the Irish Republic and the Eastern Area), and paid for by me/us direct to the overseas supplier ..... cwts.
..... cwts.

Signature .....,
Status .....'
(Proprietor, partner, company director, company secretary)

Date .....

Returns must be certified by an independent practising accountant as follows:

'I/We have examined the method adopted in arriving at the figures stated in the above returns and am/are of the opinion that it is a reasonable one. I/We have conferred with the officials and employees concerned in the compilation of the figures and have made such tests as I/we have considered necessary. Having received such information and explanations as I/we have required, I/we report that in my/our opinion, the figures are those required.

Signature .....
Professional qualification .....,
Address .....'

Date .....

Applications for licences should be made on form TIP/A and be sent to the Board of Trade, Import Licensing Branch, Hillgate House, 35 Old Bailey, London, E.C.4, for receipt not later than *October* 31, 1963. Traders who wish to safeguard themselves against risk of the loss of their applications in transmission should send them by registered post or by recorded delivery service. Page 1 of the form should be completed; on page 2, only the size of the desired licence, in cwts., need be entered; on page 3 and copies, the applicant's name and address and the description of goods (jute cloth, sacks and bags) should be inserted but no other information.

Applicants are reminded that any person who knowingly or recklessly makes a false statement or furnishes any document or information false in any material particular for purposes of obtaining an import licence is liable to a fine not exceeding £500 and/or a term of imprisonment not exceeding six months. In addition, the import licence will be void from the date of issue and any goods imported under it will be liable to forfeiture under the Customs Acts.

Note:

(a) The Eastern Area comprises Albania, Bulgaria, Czechoslovakia, Germany (Soviet Zone), Hungary, North Korea, North Vietnam, Outer Mongolia, the People's Republic of China, Poland, Roumania, Union of Soviet Socialist Republics.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, **Board of Trade Journal,** ***Room*** **2410,** ***Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar*** **8855,** ***Ext.*** **2192).** ***Telegrams and cables should be addressed 'Boneblack, London.'***

Protection of Depositors Act 1963

THE PURPOSE of the Protection of Depositors Act 1963, which came into force on October 10 is to protect the public from fraudulent inducements to invest money on deposit and to ensure that fuller and more frequent information is available to them as to the operations of companies to which they entrust their money.

The Act makes it an offence, punishable with imprisonment or fine, or with both, to put out any fraudulent inducement to invest money on deposit. As from October 10, advertisements inviting deposits with any company (other than a banking or discount company as defined in the Act and certain other companies) must comply with the regulations regarding advertisements which have been made by the Board of Trade. These regulations prescribe the information which must be given in an advertisement. This includes a general description of the business of the company. Where an advertisement states the rate of interest or the company's capital or its assets, certain other information must also be given. The regulations also govern the use of references to 'guarantees' or 'security' as well as the use of the word 'bank', 'banker' and 'banking'.

As from January 9, 1964 it will not be legal for a company to issue an advertisement for deposits unless accounts in the form prescribed by the Accounts Regulations, which have also been made by the Board of Trade, have been deposited with the Board of Trade and with the Companies Registration Office where they will be available for public inspection. Certain information additional to that already required under the Companies Act 1948 must be given and more frequently. In particular information must be furnished about the deposits received by the company, the loans made by the company and the debts owing to it. Certain additional information must be given by property companies. Depositors, including prospective depositors, are entitled to receive copies of the accounts. If a company after the receipt of deposits changes the nature of its business, it must notify the depositors who have the right within certain time limits to withdraw their money.

The Accounts Regulations apply to all companies which have advertised for deposits at any time since July 10, 1963 and to all companies which have advertised since January 1, 1961 and who on October 10, 1963 still held such deposits.

The Act also makes provision for the winding up of a company on the petition of the Board of Trade where the liabilities exceed the company's assets and in certain other circumstances, including failure to comply with the Act as regards the delivery of accounts.

Under other Regulations made by the Board of Trade there is an exemption for advertisements inviting deposits from charities or at a low rate of interest, or in connection with employers' savings or profit-sharing schemes, or deposits to be made with an insurance company.

Note:

The regulations in question are:
Protection of Depositors (Accounts) Regulations 1963 (S.I. 1353 of 1963);
Protection of Depositors (Content of Advertisements) Regulations 1963 (S.I. 1397 of 1963);
Protection of Depositors (Exempted Advertisements) Regulations 1963 (S.I. 1398 of 1963).

Encouragement for young industrial designers

A NEW SCHEME of admission to the Society of Industrial Artists and Designers was announced on October 10. This new scheme will radically affect the status of industrial designers, especially the younger members of the profession upon whom the brunt of the responsibility will rest for ensuring that the phrase 'Designed in Britain' becomes one of respect, integrity and practicability. Students who have successfully completed recognized registered courses will be able to gain a nationally recognized professional qualification at the conclusion of their training.

Details of the new admission scheme and a full description of how it will work are available from the Society's offices at 7 Woburn Square, London, W.C.1. (Tel. Langham 1984).

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Letters, giving the respective reference shown below, should be addressed to Tariff Division, Board of Trade, Horse Guards Avenue, London, S.W.1, preferably through a Trade Association, and should be received by November 1, 1963.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
25.07	Attapulgite clay . .	Attagel 30 and Attagel 150	December 31, 1964	6288
29.35	2-Amino-6-chlorobenzothiazole.	Chlorostain n base . .	December 31, 1964	6279
29.35	*N*-(Morpholinomethyl) pyrazinocarboxyamide.	Morphazinamide, Piazofolina, Piazolina.	December 31, 1964	6293
29.37	Imperatorin . . .	Ammidin . . .	December 31, 1964	6292

Cotton Board mission to Denmark and Norway

IN PURSUANCE of its policy of providing the industry with up-to-date information on the European markets for its products, the Cotton Board recently sent a six-man mission to Denmark and Norway. Representing a broad cross-section of the products of the industry the team spent a week at each of the two markets and followed a concentrated programme of visits to clothing and other manufacturers, wholesalers and retailers with the aim of obtaining as clear an impression as possible of the textile trade in these countries, the reasons for our failure to obtain a larger share of the market for cotton and man-made fibre fabrics, and of the best possibilities for increasing that share in the light of our common membership of EFTA.

The team's impressions will be submitted in a written report to the industry as soon after its return as possible, but its members are convinced that if exporters of cotton and man-made fibre fabrics will study the needs of these two markets which consist of large and wealthy provincial areas outside the capital cities and will make greater efforts to cater for the very well developed Scandinavian taste in design and colour, ample opportunities exist for greatly increased business. The members of the team have been tremendously impressed by the goodwill which exists towards the United Kingdom as a supplier – our name is still very highly regarded as a most reliable supplier of quality goods from whom they would much rather buy than from any other source, provided design and colour fit in with their requirements.

In the course of its investigations the mission established that deliveries from Britain are now second to none, and that there is a growing awareness in both countries of the advantages conferred upon the United Kingdom by the reducing EFTA duties – an advantage which will increase as time goes on. Customers in both countries still do not get enough offers from British suppliers and would welcome more.

Individually Denmark and Norway are not large markets, but it is interesting to note that in the first eight months of this year they bought British cotton and man-made fibre fabrics at an annual rate of almost £2 million and taking the four Scandinavian countries as a whole their annual rate of purchases of these fabrics is £3.6 million from Britain. Competition from other textile producing countries is fierce, but there is plenty of business to be obtained if exporters will exert themselves to obtain it.

Lord Brecon, Minister of State for Welsh Affairs (right) starting one of the machines following his opening on October 1 of the new extensions of the Signode Ltd. factory and office premises at Fforestfach Industrial Estate, Swansea. The Minister congratulated Mr. C. D. Jordan, managing director (left) on the company's steady growth since they were evacuated to Swansea during the last war, and on their outstanding achievement in building up over the last ten years an export trade with over 60 countries amounting to nearly 40 per cent of the firm's total production. Standing next to Lord Brecon is Councillor F. Shail, Mayor of Swansea, with Mr. T. Erwin, works director, immediately behind.

Institute of Export awards presented

THE NEED for more education in exporting was stressed recently in a ceremony in the Royal Society of Arts when students of the Institute of Export, successful in the 1963 Final Examinations, were presented with prizes and certificates.

Sir Leslie Gamage, past president of the Institute of Export and former chairman and managing director of the General Electric Company Limited, congratulating the students, said that modern-day exporting was bristling with complexities, and, without competent staff, manufacturers could not hope to effectively combat foreign competition. The growing number of young people registering with the Institute of Export was a sign that industry recognized the necessity for trained personnel in the export field; the prize-giving ceremony had been established as an annual function in recognition of this trend.

To cope with the influx of students preparing for the Institute of Export examinations, many technical and commercial colleges had incorporated export subjects into their educational programmes. It was a good sign which must be encouraged if Britain was to maintain her position as one of the leading trading nations.

The awards were presented by Mr. Christopher Chataway (*below right*), Parliamentary Secretary, Ministry of Education. The major award, the Leslie Gamage prize was won by Mr. Philip Bradley, an employee of Imperial Metal Industries (Kynoch) Ltd., for the best set of 5 papers submitted in the final (Part II) examination.

The Economy: Selected Indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,968	—	16,036	15,212	15,212	9,093	3,486	922	699	591	1,205				
1958	100	100	100	100	100	91	100	100	100	100	100	+100	+ 37	+14	+16
1959	103	105	106	105	104	95	108	94	114	113	109	+174	+ 73	+15	+49
1960	108	112	114	110	108	98	118	110	124	129	114	+592	+520	+48	+37
1961	111	114	121	115	111	100	129	130	132	137	121	+297	+230	+36	+ 4
1962	111	115	126	121	112	101	126	115	124	140	124	+ 96	+ 42	— 4	+40
1962															
1st Quarter	110	114	124	119	111	100	127	124	121	136	126	— 4	— 4	—10	+13
2nd Quarter	112	115	124	122	112	100	127	119	127	141	124	+ 48	+35	— 6	— 8
3rd Quarter	111	116	126	122	112	101	126	109	126	146	123	+ 50	+18	+13	+10
4th Quarter	111	115	128	123	114	101	123	108	121	137	124	+ 2	— 7	— 1	+25
1963															
1st Quarter	109	112	128	123	113	101	112	99	120	96	120	— 19	+ 56	—15	— 3
2nd Quarter		117		126	115	102	125	104	126	141	127	+ 67	— 9	+21	— 3
1963															
February	..	113	..	..	..	100	..	..	..	..	..	..	..	..	..
March	..	116	..	..	..	102	..	..	..	..	..	..	..	..	..
April	..	116	..	..	..	101	..	..	..	..	..	..	..	..	..
May	..	118	..	..	..	103	..	..	..	..	..	..	..	..	..
June	..	118	..	..	..	102	..	..	..	..	..	..	..	..	..
July	..	120*	..	..	..	103	..	..	..	..	..	..	..	..	..
August	..		..	..	..	106	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—	—	—	—	—							3,748	3,176	
1958	100	..	109·0	+3·0	102·8	113·4	114·3	402	+113	..	136	—49	..	100	100	+342
1959	101	139	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	106	105	+140
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—272
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 34
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+ 74
1962																
1st Quarter	121	98	117·7	+4·7	104·0	120·2	133·7	408	+ 69	+42	150	—25	— 7	117	116	+ 26
2nd Quarter	120	99	120·2	+5·6	103·3	120·3	135·6	387	— 21	—57	172	+22	+32	120	121	+ 33
3rd Quarter	119	92	119·7	+3·8	102·2	120·8	137·3	390	+ 3	—34	156	—16	+ 7	123	121	— 20
4th Quarter	115	100	119·6	+2·6	102·5	121·1	138·3	491	+101	+49	120	—36	—32	120	120	+ 33
1963																
1st Quarter	117	100	121·4	+3·1	103·6	121·4	139·4	627	+136	+42	113	— 7	— 5	120	123	+ 64
2nd Quarter	121*	104*	122·1	+1·6	104·2	121·8	140·8	504	—123	—38	147	+34	+33	127	127	+ 33
3rd Quarter					104·1*	122·0*		428	— 76	—34	157	+10	+ 6			
1963																
February	118	100	121·7	+3·5	103·4	121·5	139·4	647	+ 42	+ 2	110	+ 2	+ 6	122	121	..
March	117	100	121·8	+3·1	103·7	121·6	139·6	628	— 19	—19	122	+12	+10	123	132	..
April	120*	101*	122·2	+2·1	104·0	121·7	140·5	553	— 75	—20	138	+16	+14	124	121	..
May	122*	105*	122·1	+1·7	104·2	121·8	140·9	506	— 47	—23	146	+ 8	+ 9	126	129	..
June	123*	104*	122·1	+1·0	104·5	121·8	141·0	454	— 52	—33	158	+12	+13	128	130	..
July	123*	103*	121·4	+0·8	104·4*	122·0*	141·3	424	— 30	—15	160	+ 2	+ 3	134	128	..
August		100*	121·0	+1·3	104·1*	122·0*	141·4	430	+ 6	+10	153	— 7	— 9	127	133	..
September					103·9*	122·0*		430	nil	+11	158	+ 5	— 7			..

†NOT seasonally adjusted. *Provisional.

Equities attract insurance companies in second quarter

IN THE second quarter of 1963, additions to investments of insurance companies, at £134·1 million, were £8·6 million higher than in the first quarter, but cash balances and other short-term assets fell by £2·4 million, giving a total increase in assets of £131·7 million during the period, £1·7 million more than in the first quarter. Taking the two periods together, net investment and increases in short-term assets were running at an annual rate about 2 per cent higher than in 1962. The figures for the half year may not, however, be a very reliable indication of the rate of growth of insurance funds, since there are some signs of seasonal influences in the figures – the increase in assets of life funds was 3 per cent lower in the second quarter than in the first, while general funds showed a reduction in assets in both quarters, though the reduction was only £1·1 million in the June quarter compared with £6·6 million in the March quarter.

Life funds

The marked trend during 1962 and in the first quarter of 1963 for life funds to invest a larger proportion of their funds in debentures and a smaller proportion in equities was reversed in the second quarter of 1963, the proportion of the increase in life funds' assets going into equities increasing from 13·6 per cent in the first quarter (15·4 per cent in 1962) to 17·9 per cent in the second quarter. (Statistics published in the *Board of Trade Journal* of September 20, 1963, showed that private pension funds were also showing more interest in the equity market in the second quarter of 1963.) more interest in the equity market in the second quarter of Life funds' investments in mortgages and loans have also shown a marked change in 1963. Advances for house purchase fell further from the low figure of £8·6 million in the first quarter (a quarterly rate of £14·6 million in 1962) to £6·7 million in the second quarter. Some of the fall in the loans in the first quarter was probably attributable to exceptional weather conditions, but the further fall in the second quarter may be due to easier availability of money from the building societies who are the traditional lenders for house purchase and whose new advances (net) an mortgage were at a record figure of £103 million in the second quarter of 1963. Instead, the life funds have recorded sharply increased investment during the quarter in other mortgages and loans, which will include loans for property development. These rose from £6·8 million in the first quarter to £18·5 million in the second quarter of 1963. Investment in land, property and ground rents directly by the life funds themselves fell slightly from £15·6 million in the first quarter to £13·8 million in the second quarter, but this was still above the quarterly rate obtaining in 1962 (£12·5 million). Life funds' increased interest in the equity market and in loans and mortgages outside the housing field was accompanied by some reduction in the proportion of their investment going into company debentures – £28·7 million compared with £32·0 million in the first quarter – and by a running down of £2·4 million in short-term assets; in particular there appears to have been an increase of around £4 million in balances due to stock-brokers. (Insurance companies end-quarter balances with or due to stock-brokers vary with the amount and nature of the business done in the last few days and the way Stock Exchange account days fall in relation to the last day of the quarter.) Investment in Government and Government guaranteed securities at £35·4 million in total again showed a slight increase over the rate obtaining in 1962 and in the first quarter of 1963, although the exceptional increase in holdings of 'shorts' – £10·8 million – in the first quarter was not repeated and instead there was some movement into medium stocks with 5-10 years to run to maturity. Life funds were rather less active in switching operations in the second quarter when gross purchases of public sector securities amounted to £176·6 million and sales to £139·9 million against £184·6 million and £145·9 million in the previous quarter. Net investment in local authority securities has been rather lower so far this year than it was in 1962.

General funds

General insurance funds, which increased by £23·1 million in 1962, showed a small decrease – £1·1 million – in the second quarter, but this was markedly lower than the fall of £6·6 million in their assets in the first quarter of 1963. The fall, in the main, reflected net sales of short-dated government securities and other fixed interest stocks.

Notes and definitions

These statistics relate to transactions in financial assets by United Kingdom insurance companies which are members of the British Insurance Association – that is those whose parent company is registered and whose head office is in the United Kingdom; the Commonwealth companies which are members of the British Insurance Association are not included in the figures. In addition, the figures include the assets of collecting friendly societies. The returns include assets held in respect of money remitted by overseas branches and subsidiaries but they exclude direct investment by a United Kingdom company in its overseas branches or subsidiaries, as well as financial assets held by or on behalf of those branches, even if held in the United Kingdom.

Other short-term assets include United Kingdom treasury bills and other short term assets held in the United Kingdom or overseas.

Transactions in assets are at cash values. Net investment is the difference between payments for assets acquired and payments for assets realized during the period.

Public sector securities include British Government and Government guaranteed securities and United Kingdom local authority securities (including Harbour Boards, Water Boards, etc.). Treasury bills and local authority bills are not included under this heading. Securities with optional redemption dates are classified by their final date. Conversions on maturity are omitted from the statistics.

Figures in this article have been rounded and totals are not always exactly equal to the sums of their components.

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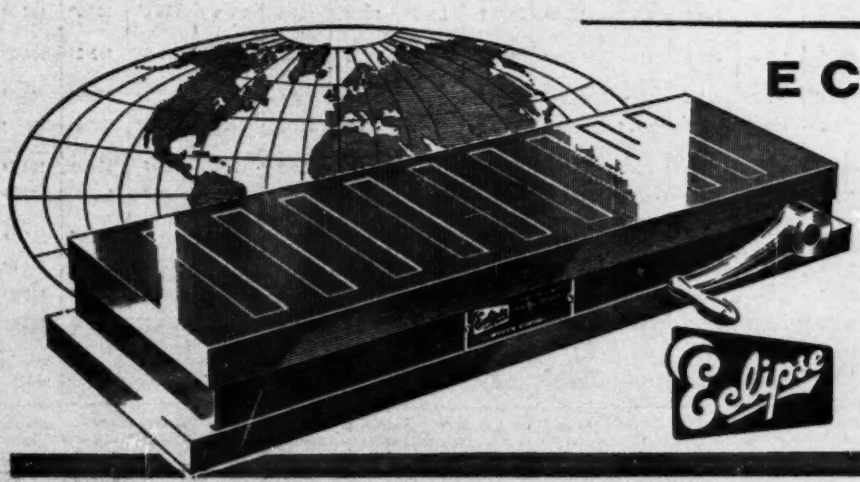
Transactions in assets of insurance companies 1962 and 1st and 2nd quarters, 1963

£ million

Asset	Life Funds					General Funds					Combined Funds				
	Net investment 1962	Net investment 1st quarter, 1963	2nd Quarter, 1963			Net investment 1962	Net investment 1st quarter, 1963	2nd Quarter, 1963			Net investment 1962	Net investment 1st quarter, 1963	2nd Quarter, 1963		
			Assets acquired	Assets realised	Net investment			Assets acquired	Assets realised	Net investment			Assets acquired	Assets realised	Net investment
Public Sector Securities:															
British Government and Government guaranteed securities:															
Period to maturity:															
Up to 5 years	— 2·1	+ 10·8	12·7	12·8	— 0·1	— 2·7	— 1·4	1·4	2·7	—1·3	— 4·9	+ 9·3	14·1	15·5	— 1·4
Over 5 and up to 10 years	— 79·5	— 4·6	13·1	15·2	— 2·1	— 5·2	+ 4·0	4·1	5·2	—1·0	— 84·6	— 0·6	17·3	20·4	— 3·2
Over 10 and up to 15 years	— 39·3	— 6·0	18·1	12·7	+ 5·4	— 1·3	+ 0·5	2·4	3·0	—0·6	— 40·6	— 5·6	20·5	15·8	+ 4·8
Over 15 years	+243·4	+ 29·3	105·1	82·4	+ 22·7	+22·8	— 6·5	6·0	4·8	+1·2	+266·2	+ 22·8	111·1	87·2	+ 23·9
Undated	+ 13·5	+ 5·4	19·3	9·7	+ 9·6	— 0·8	— 0·9	1·7	1·2	+0·5	+ 12·7	+ 4·5	21·0	10·9	+ 10·1
Local Authorities, etc., securities	+ 13·1	+ 3·8	8·2	7·0	+ 1·2	+ 8·0	+ 1·6	1·0	1·7	—0·8	+ 21·1	+ 5·4	9·1	8·7	+ 0·4
Total of public sector securities	+149·2	+ 38·6	176·6	139·9	+ 36·6	+20·7	— 2·8	16·6	18·6	—2·0	+169·9	+ 35·8	193·1	158·5	+ 34·6
Other investments:															
Company securities:															
Ordinary shares	+ 75·4	+ 18·6	54·4	30·5	+ 23·9	+11·0	+ 1·1	4·4	4·1	+0·3	+ 86·4	+ 19·7	58·8	34·6	+ 24·2
Preference shares	+ 7·9	+ 3·0	9·4	3·0	+ 6·4	+ 1·4	+ 0·3	0·6	0·5	+0·1	+ 9·2	+ 3·3	10·0	3·5	+ 6·5
Debentures, etc.	+ 97·0	+ 32·0	40·3	11·6	+ 28·7	+ 2·3	+ 1·5	2·0	2·4	—0·5	+ 99·3	+ 33·4	42·3	14·0	+ 28·3
Mortgages and loans:															
Home-House purchase loans	+ 58·3	+ 8·6	22·5	15·8	+ 6·7	+ 2·5	+ 0·5	1·5	0·8	+0·6	+ 60·7	+ 9·1	24·0	16·7	+ 7.4
Other mortgages and loans	+ 47·5	+ 6·8	30·3	11·8	+ 18·5	+ 0·3	+ 0·1	0·6	0·4	+0·2	+ 47·9	+ 6·9	30·9	12·2	+ 18·7
Overseas	+ 1·5	+ 0·4	0·5	0·3	+ 0·2	+ 0·7	—	0·2	0·1	+0·1	+ 2·2	+ 0·4	0·7	0·4	+ 0·3
Overseas Government, etc., securities	— 4·0	+ 0·4	2·6	2·5	+ 0·1	— 1·9	+ 1·0	3·4	3·3	+0·1	— 6·0	+ 1·4	6·1	5·8	+ 0·3
Land, property and ground rents	+ 50·0	+ 15·6	14·7	0·9	+ 13·8	+ 0·9	+ 0·9	0·6	0·2	+0·4	+ 50·9	+ 16·5	15·2	1·1	+ 14·2
Other investments	+ 1·8	— 1·0	0·5	0·6	—	+ 0·3	— 0·3	0·1	0·5	—0·3	+ 2·2	— 1·3	0·7	1·0	— 0·4
Total of other investments	+335·3	+ 84·6	175·3	77·0	+ 98·3	+17·5	+ 5·1	13·4	12·3	+1·1	+352·7	+ 89·6	188·7	89·2	+ 99·4
Total of investments	+484·4	+123·2	351·9	216·9	+135·0	+38·2	+ 2·3	29·9	30·8	—0·9	+522·6	+125·5	381·8	247·8	+134·1
			Balances					Balances					Balances		
			March 31, 1963	June 30, 1963				March 31, 1963	June 30, 1963				March 31, 1963	June 30, 1963	
Cash and other short-term assets:															
Cash in hand and with U.K. banks	+ 4·3	— 6·9	20·6*	23·2	+ 2·5	— 0·4	—10·5	21·5	22·0	+0·5	+ 3·9	— 17·5	42·1*	45·2	+ 3·1
U.K. Local Authority bills and temporary money	— 5·3	+ 21·7	32·4*	32·5	+ 0·1	—12·1	+ 2·8	7·1	4·7	—2·4	— 17·3	+ 24·6	39·5*	37·2	— 2·3
Other short-term assets	+ 6·0	— 1·3	10·4	5·5	— 4·9	— 2·7	— 1·2	18·7	20·4	+1·7	+ 3·3	— 2·5	29·1	25·9	— 3·2
Total cash and other short-term assets	+ 5·0	+ 13·5	63·4*	61·2	— 2·2	—15·1	— 8·9	47·3	47·1	—0·2	— 10·1	+ 4·6	110·7*	108·3	— 2·4
Total net investments	+489·4	+136·7			+132·8	+23·1	— 6·6			—1·1	+512·5	+130·0			+131·7

* Revised figures.
— = nil or less than £·05 million.



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WHOLESALE PRICE INDEX

Small fall in materials prices

THERE WAS a further small fall in September in prices of materials and fuel used in the non-food sector of manufacturing industry. The provisional index for the third quarter was marginally lower than in the preceding quarter, but still some 2 per cent more than a year earlier. There was also a further fall in the third quarter in the index for the food sector, but this index continues to be heavily influenced by the big movements in the prices of raw sugar to manufacturers. Excluding sugar, prices of materials used in the food sector rebounded from the slight fall back in the second quarter to a level some 4 per cent up on the third quarter of last year.

1. Materials purchased by broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1962		1963			1962	1963						
		3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	Sept.	March	April	May	June	July	Aug.	Sept.
Orders III to XVI	Basic materials and fuel used in manufacturing industry.	99·5	100·4	102·1	102·1	101·6*	99·0	101·8	102·2	104·6	99·6	101·2*	100·2*	103·4*
	Basic materials	94·7	95·7	97·5	97·5	97·0*	94·1	97·1	97·6	100·3	94·7	96·5*	95·4*	99·0*
	Fuel	136·4	137·1	137·5	137·5	137·6*	136·6	137·6	137·6	137·5	137·5	137·5*	137·6*	137·6*
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	102·2	102·5	103·6	104·2	104·1*	101·9	103·7	104·0	104·2	104·5	104·4*	104·1*	103·9*
	Basic materials other than fuel	96·2	96·5	97·7	98·4	98·3*	95·9	97·8	98·1	98·4	98·8	98·7*	98·2*	98·0*
211 to 229	Materials and fuel used in the food manufacturing industries.	93·5	96·1	98·7	97·5	95·7*	93·0	97·7	98·3	104·7	89·6	94·4*	92·4*	100·4*
263 to 277	Materials and fuel used in the chemicals and allied industries.	104·3	104·3	105·1	106·9	107·9*	104·3	105·6	106·6	106·8	107·3	107·8*	108·0*	108·0*
331 to 349 (excluding 342)	Materials and fuel used in the mechanical engineering industries.	130·2	130·5	130·6	130·7	130·7*	130·1	130·6	130·6	130·8	130·7	130·7*	130·7*	130·6*
361	Materials and fuel used in the electrical machinery industry.	120·1	120·3	120·4	120·7	120·8*	120·1	120·5	120·6	120·8	120·8	120·8*	120·8*	120·8*
Order X	Materials and fuel used in the textile industries	90·5	91·4	94·5	95·6	95·9*	90·1	94·9	95·2	95·4	96·3	96·3*	95·6*	95·7*
Order XIV	Materials and fuel used in the timber industries	109·1	108·9	109·2	109·6	109·8*	109·1	109·2	109·3	109·7	109·7	109·7*	109·9*	109·9*
Order XV	Materials and fuel used in the paper industries	104·8	104·2	105·2	105·6	106·9*	104·9	105·3	105·5	105·6	105·7	106·9*	106·9*	107·0*
Order XVII	Construction materials	120·6	120·8	121·0	121·4	122·3*	120·6	121·0	121·2	121·3	121·7	122·2*	122·4*	122·4*
Part of Order XVII	House building materials	120·4	120·6	120·7	121·1	122·2*	120·4	120·8	120·9	121·1	121·4	122·0*	122·2*	122·3*

* Provisional figure.

2. Output of broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1962		1963			1962	1963						
		3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	Sept.	March	April	May	June	July	Aug.	Sept.
Orders III to XVI	All manufactured products: Total sales	118·3	118·7	119·0	119·5	119·9*	118·5	119·2	119·3	119·9	119·2	119·8*	119·7*	120·1*
	Home market sales	118·8	119·2	119·6	119·9	120·2*	119·0	119·7	119·8	120·5	119·5	120·1*	120·0*	120·5*
Orders IV to XVI	Products of manufacturing industries, other than food, drink and tobacco: Total sales	119·6	120·1	120·3	120·8	120·7*	120·0	120·5	120·6	120·8	121·0	120·7*	120·7*	120·7*
	Home market sales	120·8	121·1	121·4	121·8	122·0*	121·1	121·6	121·7	121·8	121·8	122·0*	122·0*	122·0*
211 to 229	Products of the food manufacturing industries: Home market sales	111·5	112·3	113·3	113·1	113·6*	111·7	112·9	113·1	115·9	110·3	112·9	112·2*	115·3*
263 to 277	Chemicals and allied industries: Total sales	102·4	102·2	102·4	102·9	103·9*	102·7	102·7	102·8	102·8	103·2	103·7*	103·7*	104·3*
	Home market sales	104·2	103·9	104·1	104·5	105·2*	104·5	104·3	104·4	104·5	104·6	104·9*	105·0*	105·7*
311 and 312	Iron and steel industries: Total sales	129·0	129·0	129·0	128·7	128·7*	128·9	128·9	128·8	128·8	128·6	128·7	128·7*	128·6*
	†Home market sales	133·8	133·8	133·9	133·7	133·7*	133·8	133·9	133·7	133·7	133·6	133·7	133·7	133·6*
Order X	Textile industries other than clothing: Total sales	103·7	103·9	104·8	105·4	105·7*	103·8	104·9	105·0	105·4	105·7	105·8	105·7*	105·7*
	Home market sales	102·4	102·5	103·0	103·6	104·0*	102·4	103·1	103·2	103·8	103·8	104·0	103·9*	104·0*
Order XII	Clothing and footwear: Home market sales	110·6	110·6	110·5	110·6	110·8*	110·6	110·5	110·5	110·6	110·7	110·8	110·8*	110·9*
Order XIV	Timber industries: Home market sales	112·0	112·1	112·0	112·1	112·3*	112·1	112·0	112·0	112·2	112·1	112·3*	112·3*	112·3*
481 to 483	Paper industries: Home market sales	111·0	111·1	111·3	111·3	111·7*	111·1	111·3	111·3	111·3	111·2	111·3	111·8*	111·9*
Order XVII	New construction‡	123	123	125	126	127*	123	125			126			127*

* Provisional figure. † The index for Blast Furnaces and Iron and Steel Melting and Rolling: Home Market Sales (Minimum List Headings 40, 41 of the 1948 Standard Industrial Classification) has been discontinued. An equivalent index is published in Table (3) (a) of this article under the title 'Other steel goods (excluding tubes)'. ‡ Index of building costs: figures relate to average for the quarter.

Output prices continue to move up slowly. The provisional index of all manufactured products sold on the home market for the third quarter was 120.2, compared with 119.9 in the previous quarter and 118.8 a year ago. Both the food and non-food sectors shared in this rise, although the increase in the food index was more marked.

Materials and fuel used in broad sectors of industry

About three quarters of the increase of 8 points in the food sector index in September was due to a steep rise in world sugar prices. Higher prices for bacon-factory pigs and imported grains were responsible for most of the remainder of the increase. The increase between the second and third quarters in the prices of materials, other than sugar, purchased by the food manufacturing industries was very largely due to dearer bacon-factory pigs.

The price indices for materials and fuel used in the other broad sectors of industry were all higher in the third quarter than in the preceding quarter, with the major exceptions of the two engineering indices; these remained at about the earlier level and only a little higher than a year ago. Prices of materials and fuel purchased by the textile industries have increased about 6 per cent in the last twelve months, although the rate of increase has slowed down in recent months; wool prices have been largely responsible for these movements. The cost of materials purchased by the chemicals sector has risen steadily this year and by the third quarter was 3½ per cent up on a year earlier. The indices for the timber and paper sectors have also risen throughout this year, although the increase in the former index was less than 1 per cent in the last twelve months.

The rise in the cost of construction materials and of home build-

3 (a). Commodities produced in the United Kingdom — 1954 = 100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale price index numbers published in the *Board of Trade Journal* of February 15, 1963. (monthly averages)

	1962	1963			
	Sept.	March	July	Aug.	Sept.
Coal†	150·9	156·1	151·4	151·4*	151·5*
Slates	150·7	150·7	161·1	161·1	161·1
Salt	114·0	114·3	114·0	114·0	114·0
Flour	113·0	110·9	112·6	112·6	112·6
Sugar, refined	112·9	129·3	105·2	89·7	124·3*
Chocolate and sugar confectionery	105·6	106·3	106·8	107·0	107·0*
Beer	102·5	105·1	107·1	107·1*	107·1*
Tobacco and cigarettes	126·8	126·8	126·8	126·8	126·8
Hard coke	164·0	164·0	164·0	164·0	164·0
Motor spirit, standard grade (including duty)	109·4	109·4	109·4	109·4	109·4
Medium fuel oil (950 secs.)	138·9	138·9	138·9	138·9	138·9
Lubricating oils and greases	126·6	127·4	128·4	128·4	128·4*
General chemicals	101·3	98·9	98·7	98·8*	98·8*
Pharmaceutical chemicals	68·7	66·1	65·8	65·8*	65·8*
Pharmaceutical preparations	99·2	98·4	98·1	98·2*	98·0*
Toilet preparations	125·8	128·2	129·7	129·7	129·7*
Paint for building and decorating	112·9	113·5	113·6	113·6	113·7*
Soap	134·1	135·2	135·3	135·3	135·3
Soapless detergents	98·4	100·7	100·7	100·7	100·7
Synthetic resins and plastic materials	78·3	77·6	76·9	76·8*	76·8*
Steel sheets	133·7	133·7	132·3	132·3	132·3
Tinplate	120·8	120·3	119·8	119·8	119·8
Other steel goods (excluding tubes)	133·4	133·5	133·4	133·4	133·3
Steel tubes	138·7	138·7	138·8	138·8	138·8
Iron castings	142·5	143·1	142·8	142·8	142·8*
Aluminium and aluminium alloy products:					
Extruded and drawn	132·3	132·3	132·3	132·3	132·3
Rolled	122·8	122·8	122·8	122·8	122·8
Castings	127·4	129·1	134·2	134·2	134·2
Forgings	128·7	128·7	128·7	128·7	128·7
Brass, ingot 65-35, B.S. 1400: B3, delivered	94·3	96·1	96·1	95·7	95·4
Photographic paper and films, etc.	119·6	123·2	123·2	123·2*	123·2*
Spectacles, etc.	121·5	122·3	122·4	122·4*	122·4*
Dental goods	126·7	130·1	130·8	130·8*	130·8*
Gramophone records	117·2	119·9	124·1	124·1*	124·1*
Domestic electrical appliances	102·2	99·4	99·8	99·8*	99·8*
Perambulators, etc.	120·6	121·4	122·7	122·7*	122·7*
Tools and implements	136·4	137·9	138·0	138·0	138·2

	1962	1963			
	Sept.	March	July	Aug.	Sept.
Cutlery	128·2	130·0	130·4	130·4	130·4*
Cutlery (other than razors and razor blades)	121·1	126·5	127·8	127·8	127·8
Spoons and forks	136·7	140·9	143·0	143·0	143·0
Galvanized cisterns, tanks and cylinders	145·0	145·0	151·1	151·1	151·1
Domestic hollow-ware	138·1	138·5	139·1	140·2	140·2
Domestic gas appliances	109·5	109·9	110·6	110·6	110·6
Cotton yarn	89·7	88·5	89·0	89·0	89·0
Spun rayon yarn	91·0	91·4	96·8	96·7	97·4*
Irish linen yarns (wetspun)	101·2	111·6	113·6	113·6	113·6
Cotton cloth	95·3	95·3	95·0	94·9*	94·9*
Linen	104·8	111·9	113·2	113·2	113·2*
Rayon and acetate fabric	111·9	111·2	110·6	110·8	110·8
Wool tops	77·1	85·5	90·3	90·3	88·2
Worsted yarns	87·9	94·5	98·1	98·1	95·4
Harris tweed	100·0	100·0	102·8	102·8	108·3
Serge cloth	90·6	94·9	97·5	97·4	97·1
Jute yarn	105·6	104·2	104·2	104·2	104·2
Jute piece-goods	107·0	105·9	106·2	106·2	108·3
Rope, twine and net	110·9	119·0	122·8	124·1*	124·0*
Hosiery and other knitted goods	95·2	94·9	96·6	96·7*	96·7*
Carpets and rugs	119·0	119·1	119·4	119·4*	119·4*
Canvas goods and sacks	110·4	103·4	102·6	100·1*	100·5*
Leather for footwear	104·8	104·8	104·1	103·7*	103·5*
Travel goods	118·1	118·7	118·7	118·7	119·7
Made-up clothing	109·6	109·5	109·8	109·8*	109·9*
Weatherproof outerwear	101·8	102·1	*101·9	101·9	101·9*
Men's and boys' tailored outerwear	111·4	111·2	111·5	111·5	111·7*
Women's and girls' tailored outerwear	107·7	107·1	108·0	108·0	108·0*
Women's and girls' light outerwear	107·8	108·4	108·5	108·6*	108·6*
Footwear (excluding rubber)	112·1	112·2	112·3	112·3*	112·3*
Refractory goods, including bricks	139·3	144·6	144·6	144·6	144·6*
Non-refractory goods, including bricks	123·0	123·1	126·5	126·5*	126·6*
Building bricks, common, other than fletton, *ex works.*	124·1	124·7	127·1	127·4*	127·6*
Building bricks, fletton common, *delivered.*	115·8	115·8	119·2	119·3	119·3
Electrical porcelain	123·8	123·8	123·8	123·8	123·8
Domestic china and earthenware	135·5	135·5	136·4	136·4*	136·4*
Glass (other than containers)	128·6	129·0	129·3	130·5*	130·5*
Glass containers	122·3	118·4	118·4	118·4*	118·4*

† This index is based on prices ruling on the last day of the month.
* Provisional figure.

ing materials in the third quarter accounted for over half the total increase in these indices in the last twelve months.

Output of broad sectors of industry

Although prices of the products of the food manufacturing industries increased sharply in September under the influence of higher prices for refined sugar, the index in the third quarter was less than 0.5 per cent up on the previous quarter; excluding sugar, prices of these products increased by more than 1 per cent. Compared with a year earlier however, the index (with or without sugar) was up by some 2 per cent. Apart from the products of the iron and steel industries sold on the home market, which were marginally lower in the third quarter than a year earlier, all sector indices were higher than in either the second quarter or the corresponding quarter of 1962. The increases in the timber index and in the clothing and footwear index were, however, very small, and the paper index rose less than 1 per cent.

3 (a). (*Continued*). Commodities produced in the United Kingdom — 1954 = 100

(monthly averages)

	1962	1963			
	Sept.	March	July	Aug.	Sept.
Cement, delivered	120·0	120·0	124·4	124·4	124·4
Abrasive paper and cloth	123·4	126·9	126·9	126·9	126·9*
Cast stone and cast concrete products	109·0	109·1	109·0	109·0	109·0*
Home-grown hardwood	97·4	97·4	97·4	97·4*	97·4*
Domestic furniture	116·4	116·3	116·6	116·6	116·6*
Bedding, etc.	109·2	109·1	109·1	109·1	109·1*
Wooden boxes, packing cases, crates, etc.	114·8	115·4	115·4	115·4	115·3
Paper and board	109·8	109·7	109·3	109·9*	110·0*
Cardboard boxes, cartons and fibreboard packing cases.	109·5	110·1	110·5	110·5	110·5*
Wallpaper	131·2	131·2	131·2	131·2	131·1*
Paper bags	112·2	112·2	112·2	116·2	116·2*
Manufactured stationery	118·2	119·2	118·4	118·4*	118·4*
Other manufactures of paper and board	102·4	102·1	103·0	103·5*	103·8*
Rubber tyres and tubes	120·2	123·4	123·4	123·4	123·4
Rubber goods (other than tyres and tubes)	115·2	115·8	115·9	115·2*	115·2*
Rubber footwear	125·9	125·9	125·9	125·9	125·9
Linoleum and felt base	126·5	126·5	130·9	130·9	130·9
Brushes and brooms	131·7	135·2	135·2	135·2	135·2*
Toys and games	116·6	118·1	119·0	119·0*	119·0*
Sports equipment	129·1	133·8	133·8	133·8*	133·8*
Pens and pencils	112·7	113·3	114·0	114·0*	114·0*
Other stationers' goods	126·9	126·9	126·9	126·9	126·9
Plastic mouldings	102·1	103·5	103·5	103·5*	103·5*

* Provisional figure.

3 (b). Commodities wholly or partly imported into the United Kingdom — 1954 = 100

(monthly averages)

	1962	1963			
	Sept.	March	July	Aug.	Sept.
Hides and skins	93·0	82·7	76·2	75·8	73·5
Imported	100·2	92·5	82·9	82·1	79·7
Native	82·2	67·9	66·2	66·4	64·1
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	115·4	115·4	115·4	115·4	115·4
Copper, ex-ship, wharf or warehouse	94·2	94·2	94·2	94·2	94·2
Lead, ex-ship, wharf or warehouse	53·8	57·8	67·5	69·5	70·3
Nickel, refined, delivered	131·9	131·9	131·9	131·9	131·9
Tin, ingot, min. 99·75 per cent, settlement price	118·2	118·9	125·2	125·7	129·8
Zinc, ex-ship, wharf or warehouse	81·9	91·5	95·0	97·6	97·9
Oils, resins and gums:					
Linseed oil, crude, naked, ex-works	127·4	115·2	109·6	106·0	106·6
Palm oil, c.i.f., in bulk	88·6	93·3	97·0	97·5	97·5
Whale oil, acid, soft, naked, ex-works	68·7	59·8	69·5	64·4	63·1
Pyrites, c.i.f., United Kingdom ports	58·0	56·6	59·4	60·0	57·3
Rubber, No. 1 R.S.S. one month future	109·5	111·6	107·0	103·0	98·9
Sulphur, crude (for acid making), c.i.f.	74·1	67·8	65·6	65·6	65·6*
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	156·2	154·3	154·2	157·0	157·4
Cotton, raw	71·9	71·9	71·3	70·9	70·6*
Jute, raw, 'Mill Lightnings', c.i.f. Dundee	115·1	126·7	116·5	117·0	117·9
Jute, raw, 'Mill Hearts', c.i.f. Dundee	111·9	111·8	112·1	112·0	112·9
Silk, raw, delivered mill	121·0	170·6	145·2	136·6	128·5
Sisal, East Africa No. 1 Grade, c.i.f. London	116·6	171·0	172·7	172·7	172·7
Wool, raw	74·4	84·7	89·2	87·8*	87·3*
Crossbred, medium and coarse, c.i.f. U.K.	82·8	90·7	96·4	100·9	100·9
Crossbred, fine, c.i.f. U.K.	75·3	87·2	91·1	90·7	89·7
Merino, c.i.f. U.K.	69·6	81·2	85·0	81·3	80·3
Timber:					
Imported hardwood (ex-yard or wharf)	109·3	109·6	109·8	109·9*	110·3*
Imported plywood (delivered to consumers)	97·8	99·2	99·9	99·9	99·8
Imported softwood (delivered to consumers)	103·8	103·4	104·4	104·7	104·7
Woodpulp, imported	93·0	93·6	96·4	96·4	96·4

* Provisional figure.

NOTES ON WHOLESALE PRICES

The notes on index numbers of wholesale prices (1954 = 100) *are published only in the annual article, which normally appears in February. They were last published in the issue of February* 15, 1963.

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 102, Hillgate House, 35 Old Bailey, London, E.C.4. Telephone inquiries should be made to City 5757, Ext. 7299 or 7250.

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Production in the cotton industry

THE VOLUME OF production in the cotton industry in August was 13 per cent more than in August 1962. The incidence of holidays in June, July and August in this industry makes interpretation difficult, but, for these three months taken together, the volume of production was 4 per cent more than a year ago.

Statistics issued by the Cotton Board show that in the eight months January to August output of single yarn was 1 per cent less and the yardage of cloth woven 5 per cent less than in the same period last year. The amount of yarn doubled was 11 per cent more.

Yarn and cloth production

(All figures are weekly averages)

	Single yarn (*a*)		Double yarn		Woven cloth	
	Cotton yarn (*b*)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Cotton	Man-made fibre and mixtures
	Mn. lb.	Mn. lb.	Mn. lb.	Mn. lb.	Mn. lin. yds.	Mn. lin. yds.
1958†	11·91	2·86	3·07	1·32	27·0	11·3
1959	11·66	2·92	3·18	1·49	24·7	11·4
1960	11·46	2·98	3·30	1·66	24·9	11·9
1961	10·66	2·55	2·82	1·52	23·8	11·7
1962	9·46	2·30	2·50	1·64	20·1	10·9
1962 July	7·56	1·76	2·18	1·63	13·7	8·2
August*	8·46	2·07	2·01	1·40	18·8	9·2
September	9·28	2·21	2·42	1·76	19·0	10·7
October*	10·13	2·47	2·62	1·81	20·3	11·4
November	10·34	2·49	2·69	1·90	20·7	11·5
December	8·73	2·15	2·28	1·69	17·8	9·9
1963 January*	9·58	2·37	2·52	1·99	19·3	11·0
February	9·90	2·50	2·56	2·10	20·2	11·5
March	9·94	2·57	2·68	2·10	20·4	11·8
April	8·96	2·30	2·48	1·99	19·0	10·8
May*	10·21	2·63	2·76	2·31	20·9	11·4
June	8·31	2·20	2·31	1·77	19·7	10·7
July*	7·59	1·82	2·16	1·94	13·7	8·0
August	9·61	2·45	2·38	2·05	20·5	10·3

(*a*) Spun in the cotton industry. (*b*) Including yarns wholly of cotton and of cotton waste, cotton yarn spun on condenser system and mixture yarns of cotton and cotton waste.
*Average of five weeks. †53-week period.

Retail stocks in August

THE VALUE of retail stocks at the end of August was 2 per cent higher than a year earlier, the same increase as in July. After allowing for seasonal factors, the level of the value of stocks in August was about a point higher than in July, regaining the level of the previous few months.

In volume terms, stocks showed an increase of 2 per cent compared with a year earlier.

Estimates of changes in total retail stocks

(At cost at end of month). Index numbers (end 1956 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices												
1956	96	100	101	102	102	100	97	95	101	109	114	100
1957	100	105	107	109	110	107	104	103	107	117	123	107
1958	105	109	111	112	112	109	106	106	110	119	123	109
1959	108	111	112	114	115	114	111	109	114	123	129	115
1960	113	119	123	124	126	125	120	118	123	131	136	120
1961	119	124	129	131	132	131	126	124	128	136	142	125
1962	124	128	135	137	139	135	132	130	133	144	151	133
1963	130	134	142	142	143	139	135	133				
1961	+5	+5	+5	+5	+4	+5	+5	+5	+4	+4	+4	+4
1962	+5	+3	+5	+4	+6	+2	+4	+5	+4	+6	+7	+7
1963	+5	+4	+5	+4	+3	+3	+2	+2				
(b) At constant (Dec. 1956) prices												
1956	99	103	103	104	103	101	98	96	102	110	115	100
1957	100	104	106	108	109	106	113	102	106	115	121	105
1958	104	107	109	110	110	107	104	104	108	117	121	107
1959	106	109	110	113	113	113	110	108	112	121	127	113
1960	111	117	122	122	124	123	117	116	120	128	133	117
1961	116	121	125	127	127	126	121	118	122	129	134	118
1962	117	121	127	129	130	125	122	120	123	133	139	122
1963	121	123	131	131	132	129	124	122				
1961	+4	+3	+3	+3	+2	+3	+3	+2	+1	+1	+1	nil
1962	+1	nil	+2	+2	+2	+1	nil	+2	+1	+3	+4	+4
1963	+3	+2	+3	+2	+2	+3	+2	+2				

(A description of the basis and construction of these estimates was given on page 1288 of the *Board of Trade Journal* of December 19, 1958.)

Output of the wool textile industry

THE VOLUME OF production in the wool textile industry in August was 4 per cent more than in the corresponding period last year.

Figures issued by the Wool Industry Bureau of Statistics show that, if allowance is made for the length of the working month, production of tops was 6 per cent more and deliveries of worsted yarn 3 per cent more than in August 1962. Deliveries of woven fabrics (excluding blankets) were 4 per cent more.

Compared with the same period last year deliveries of worsted yarn in the months January-August were 4 per cent more but deliveries of woven fabrics (excluding blankets) were 2 per cent less.

The above comparisons should be treated with caution as overall correction cannot be accurate in a month when holidays affect districts and processes in varying degrees.

Output of the wool textile industry

	Consumption	Production			Deliveries		
					Woven fabrics (excluding blankets)(*c*)		Blankets (*b*)
	Raw wool (clean weight)	Tops (*a*)	Woollen yarn (*b*)	Worsted yarn	Woollen	Worsted	
Quarterly average	Mn. lb.*	Mn. lb.	Mn. lb.	Mn. lb.	Mn. sq. yds.	Mn. sq. yds.	Mn. sq. yds.
1958	111·1	74·2	72·0	51·6	48·7	38·5	7·1
1959	127·3	87·1	78·3	58·0	51·6	39·7	7·7
1960	120·3	79·8	75·8	61·2	49·4	42·4	7·8
1961	118·0	80·0	70·3	61·6	45·8	42·4	8·4
1962	112·1	73·7	72·5	57·3	43·9	38·1	8·2
1962 1st quarter	121·5	80·9	75·0	60·7	40·9	43·5	8·1
2nd quarter	113·2	73·1	76·0	56·1	42·9	36·0	6·6
3rd quarter	97·4	63·9	66·0	52·4	44·4	33·0	8·1
4th quarter	116·3	76·9	73·0	60·1	47·5	39·7	10·0
1963 1st quarter	121·6	80·9	80·0	60·9	40·5	39·8	9·1
2nd quarter	118·7	79·5	79·0	58·9	42·2	35·5	7·1
1962 June	35·2	22·4	..	17·3	15·0	11·0	2·3
July	35·8	25·0	..	18·1	16·3	11·7	2·1
Aug.	25·8	15·0	..	14·6	12·1	9·3	2·8
1963 June	35·7	23·7	..	17·8	14·1	10·7	2·0
July	38·7	27·2	..	19·9	17·3	12·6	2·3
August	26·3	15·9	..	15·1	12·3	8·6	2·6

(*a*) Including hair. (*b*) Estimated. (*c*) Woven, woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

Orders in textile and clothing industries

THE VOLUME OF ORDERS on hand in the textile and clothing industries considered as a group, seasonally low in the third quarter, contracted by 3 per cent during August. However, compared with a year earlier, deliveries were 9 per cent more and the rate of receipt of net new orders 8 per cent more.

The above comparisons, however, should be treated with caution as the varying incidence of annual holidays in the industries covered by this inquiry makes interpretation difficult.

Textile and clothing industries (a)
Index numbers of the volume of total orders and deliveries (b)

	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)
	April 1959 = 100	Average 1959 deliveries = 100	Average 1959 deliveries = 100
1960	136	103	103
1961	104	91	99
1962	99	92	93
1962 1st quarter	98	91	96
2nd quarter	99	90	91
3rd quarter	92	83	89
4th quarter	100	103	97
1963 1st quarter	100	96	93
2nd quarter*	104	96	92
1962 June	99	88	91
July	95	74	85
August	93	70	76
1963 June*	104	92	94
July*	103	80	85
August*	100	75	83

(a) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting section of the cotton and man-made fibre industries.
(b) At constant (average 1958) prices.
(c) These indices have been adjusted to allow for differences in the length of calendar months but not for holidays or for any other seasonal variations.
*Provisional.

Sales by wholesale textile houses in August

SALES by wholesale textile houses rose seasonally in August and were 4 per cent higher than a year earlier, compared with an increase of 7 per cent in July and no change in the second quarter as a whole.

The value of stocks held at end-August was 2 per cent higher than a year earlier.

Note:

These statistics are prepared by the Wholesale Textile Association. Inquiries should be addressed to: The Secretary, The Wholesale Textile Association, 75 Cannon Street, London, E.C.4. (Tel. City 4444).

Total sales and stocks

Index Numbers (average 1950 = 100) and percentage changes compared with a year earlier.

	Value of Sales (Total Home Trade)		Value of Stocks (at end period) (b)	
		%		%
1961 Year	107	+1	..	..
1962 Year	105	—2	..	..
1962 1st Quarter	94	—7	139	+3
2nd Quarter	98	—2	127	—2
3rd Quarter	100	—2	140	—4
4th Quarter	129	+3	113	—2
1963 1st Quarter	92	—3	139	Nil
2nd Quarter	98	Nil	127	Nil
1962 October	146	+2	129	—3
November	131	+2	127	—1
December	110	+7	113	—2
1963 January	70	Nil	119	—1
February	85	—6	136	—1
March	120	—2	139	Nil
April	101	+3	131	—1
May	105	—2	131	+1
June	88	Nil	127	Nil
July	78	+7	135	+2
August	94	+4	147	+2

Analysis by department

Percentage of corresponding values for 1962.

	Sales (b)		Stocks (b)
	August	January-August	At end of August
Women's knitted outerwear, blouses and skirts	102·2	100·2	104·4
Women's coats, costumes, furs and raincoats	98·9	93·9	95·1
Women's underwear	109·8	102·5	104·4
Women's hose and children's socks	109·4	99·4	79·3
Women's millinery	100·0	93·3	104·5
Haberdashery, ribbons and wool	97·1	101·3	122·6
Children's wear	103·0	100·2	109·2
Men's and boys' shirts, pyjamas and outfitting	106·1	104·6	108·2
Gloves	136·6	100·2	116·9
Piece-goods and nets	111·8	96·2	98·3
Household textiles	103·5	99·6	101·5
Floor-coverings, furniture and hardware	107·2	103·4	107·7
Grand total (a)	103·7	100·2	102·1

Notes:
(a) Including some items not included among the sub-headings.
(b) Valued at cost.

Industrial building in third quarter

PROVISIONAL FIGURES of building projects – new buildings, extensions to existing premises, and existing buildings turned to industrial use – for which industrial development certificates were issued during the third quarter of 1963, together with comparative figures for other periods, are as follows:

	Number of Schemes	Total Area (m. sq. ft.)
Great Britain:		
1960 2nd Quarter	1,047	24·1
3rd Quarter	793	22·2
4th Quarter	697	18·2
1961 1st Quarter	668	18·0
2nd Quarter	681	14·3
3rd Quarter	618	12·2
4th Quarter	513	12·1
1962 1st Quarter	485	10·3
2nd Quarter	491	9·5
3rd Quarter	438	9·0
4th Quarter	473	8·5
1963 1st Quarter	470	9·1
2nd Quarter	505	9·9
3rd Quarter	507	9·4
Standard Regions:		
1963 3rd Quarter:		
Northern	38	0·9
East and West Ridings	45	0·6
North Midland	36	0·9
Eastern	47	0·7
London and South Eastern	80	1·1
Southern	44	0·9
South Western	35	0·6
Wales	19	0·3
Midland	62	0·8
North Western	67	1·3
Scotland	34	1·2

The figures relate to schemes for both manufacturing and non-manufacturing industry approved during the periods stated. They differ from the figures for periods before April 1, 1960 (the operative date of the Local Employment Act) and from those in the 'Monthly Digest of Statistics' and in 'Economic Trends', which relate to schemes for manufacturing industry only.

Inquiries on these figures should be addressed to the Distribution of Industry and Regional Division, Board of Trade, Horse Guards Avenue, London, S.W.1.

The index of statistics regularly published in the Board of Trade Journal will be found on page 892.

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Cinematograph Films Council appointments

THE BOARD OF TRADE announced on October 15 the following appointments to the Cinematographic Films Council:

Sir Sydney Roberts (Chairman) Mr. K. D. Cole Mr. P. Connor Mr. J. S. Christie Professor Sir Arnold Plant Mrs. Eirene White Mr. O. E. Wood	Persons appointed as being independent persons.
Lord Archibald Mr. Robert Clark Mr. John Davis Mr. K. Lockhart-Smith	Persons appointed as representing Makers of British films.
Mr. V. J. Hoare Mr. M. C. Morton	Persons appointed as representing renters.
Mr. C. Bernstein Mr. J. W. Davies Mr. J. K. S. Poole Mr. J. D. Richards Sir Philip Warter	Persons appointed as representing exhibitors.
Mr. G. Croasdell, OBE Mr. G. H. Elvin Mr. A. R. Mingaye Sir Tom O'Brien	Persons appointed as representing persons employed by makers, renters or exhibitors of British films.

The appointments of the last Council expired on September 30, 1963, and the present appointments are, as prescribed in the Films Act 1960, for up to three years.

The new members of the Council are Mr. R. Clark, Mr. J. S. Christie, Mr. V. J. Hoare and Mr. K. Lockhart-Smith.

Notes: The Cinematograph Films Council is a statutory body which advises the President of the Board of Trade on matters affecting the films industry. Mr. Robert Clark is a director of Associated British Picture Corporation Ltd., and President of the British Film Producers Association. Mr. J. S. Christie is Deputy Chairman of Scotcros Ltd. and a member of the Films of Scotland Committee. Mr. V. J. Hoare is Managing Director of B.L.C. Films Ltd. Mr. K. Lockhart-Smith is Chairman of the Association of Specialised Film Producers.

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BEHA at Stockholm Club meeting

REPRESENTATIVES OF the British Export Houses Association represented Britain at the eighth annual meeting of the Stockholm Club which took place in Milan and Rome from October 16 to 18. The Club is an informal association of the export merchanting organizations of Belgium, Denmark, Great Britain, Holland, Italy, Sweden and West Germany.

The main items discussed at the meeting were the changing relationship between export houses and industry, East-West trade, and export credit guarantees.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, October 11, 1963. Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British Quota film.

Title of Film	Registered in the Name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
	BRITISH				
West 11	Warner-Pathe Distributors Ltd.	Dial Films Limited	Br/E 28853	93	October 8
Pathe Pic Series 446-468:					
Pathe Pic No. 462	Warner-Pathe Distributors Ltd.	Associated British Pathe Limited	Br/E 28854	8	October 8
Pathe Pic No. 463	" "	" "	Br/E 28855	8	October 8
Look at Life Series 19:					
The Sky's the Limit	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 28856	9	October 8
From Russia With Love	United Artists Corporation Ltd.	Eon Productions Limited	Br/E 28864	115	October 10
One Fine Day	Saxon Film Company Ltd.	Drummer Films Ltd.	Br/E 28866	15	October 10
Pathe News 63-80	Warner-Pathe Distributors Ltd.	Associated British Pathe Limited	Br/E 28571	8	October 11
Pathe News 63-81	" "	" "	Br/E 28572	8	October 11
Pathe News 63-82	" "	" "	Br/E 28573	8	October 11
Movietone News 1791A	Twentieth Century Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 28519	7	October 11
Movietone News 1792	" "	" "	Br/E 28520	7	October 11
Station Six-Sahara	British Lion Films Ltd.	C.C.C. Films (London) Ltd.	Br/E 28869	101	October 11
	FOREIGN				
Zip'n Snort	Warner-Pathe Distributors Ltd.	Warner-Bros. Pictures Incorporated	F 28852	7	October 7
King Kong vs. Godzilla	Rank Film Distributors Ltd.	Universal International Films Incorporated	F 28857	91	October 9
Shutter Bug	" "	" "	F 28858	6	October 9
Salmon Loafer	" "	" "	F 28859	6	October 9
Case of the Cold Storage Yegg	" "	" "	F 28860	6	October 9
Stowaway Woody	" "	" "	F 28861	6	October 9
Greedy Gabby Gator	" "	" "	F 28862	6	October 9
A Face in the Rain	Twentieth Century Fox Film Co. Ltd.	Filmway Calvic Productions in Association with Embassy Pictures	F 28863	81	October 9
She Got What She Asked For	Gala Film Distributors Ltd.	Cineriz	F 28865	88	October 10
Dream in the Snow	Saxon Film Company Ltd.	Ares Productions	F 28867	16	October 10
Robert Burns	Plato Films Limited	Moscow Documentary Film Studios	F 28868	20	October 11

Government surplus sales by auction

AIR MINISTRY

1963	Stores	Location	Auctioneers
Oct. 22 .	Two T.2 hangars, one B.1 hangar, fuel tanks, underground cable, various huts and buildings, miscellaneous stores and equipment	Royal Air Force Stations, East Kirby and Spilsby, Lincolnshire.	Woodroffe, Walter & Son, 5 South Street, Horncastle, Lincs. (Tel. Horncastle 2305).
Oct. 23 .	Miscellaneous stores and equipment . .	Royal Air Force Station, Hemswell, Gainsborough.	Brady & Son, 17 Warren Street, Stockport, Cheshire. (Tel. Stockport 2252).

The above sale will include large caravan type trailers, mobile air conditioning plants, trailer-mounted hydraulic pumping units, hydro pneumatic trailers, trailer-mounted cleaner and flushing units, trailer-mounted power switchboard, 6,000-gallon (U.S.A.) stainless steel cylindrical fuel storage tanks, 'Continental Pachette' petrol driven engine 180 h.p., 'Detrex' degreaser assembly, skid-mounted fuel transfer assemblies, electrical test equipment, large quantities of hand tools, gauges, small pipe fittings and valves, long and short range electro theodolites, screws, bolts, nuts, connectors, etc., space heaters, metal tool boxes, miscellaneous stores and equipment.

Oct. 30 .	Two huts 170 ft. x 28 ft., one hut 120 ft. x 28 ft., two huts 100 ft. x 28 ft., and 39 other huts of various sizes, three water towers with 225 gallon water tanks, and two fuel tanks of 12,000 and 3,000 gallon capacity.	Royal Air Force Station, Fylingdales, Pickering, Yorkshire.	Joseph Cundall & Sons, Sherburn, Malton, Yorkshire. (Tel. Sherburn 216).
Nov. 20 .	Miscellaneous stores and equipment . .	No. 16 Maintenance Unit, Royal Air Force, Stafford.	South & Stubbs, 28 Eastgate Street, Stafford. (Tel. Stafford 2331).
Nov. 27 .	Miscellaneous stores and equipment . .	Royal Air Force Stations, North Luffenham, Tuddenham and Feltwell.	Brady & Son, 17 Warren Street, Stockport, Cheshire. (Tel. Stockport 2252).

Catalogues for the above sales may be obtained within fourteen days of the advertised date of sales, on application to the auctioneers. Catalogues for sales held at Maintenance Units and Royal Air Force Stations Hemswell, North Luffenham, Tuddenham and Feltwell cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

WAR OFFICE

1963	Stores	Location	Auctioneers
Oct. 29-30 .	Machine tools and miscellaneous stores .	W.D. Storage Depot, Ruddington, Notts. .	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).
Nov. 5-6 .	Machine tools and miscellaneous stores including:	W.D. Storage Depot, Royal Arsenal, Woolwich, London, S.E.18.	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861).

Centre and capstan lathes; bench and pillar drills; milling machines; presses and grinding machines; stamping machine; sanding machine; boring machines; rifling machine; woodworking machinery; planer; sheet metal rollers; weighing machines; jerrican filling and washing machines; Broom & Wade compressor; shortblast cabinet; excavator; dumper; concrete mixers; tractors; 10-ton cement silo; 12-ton roller; 8-ton hydraulic jack; angledozer blades; winches; scrapers by Le Tourneau and Onions; addressograph machine; 20-ton flat trailer; steel tanks octagonal in sections capacity 400 gallons; multi unit crushers; refrigerators walk-in type, motor driven, 400/415 V. 3-phase 50 c/s, 500 cu. ft.; water purification set, electrically operated 1,500 g.p.h. van mounted; 10,000 barrel-bolted steel storage tank; transformers 6.600/400 25 to 750 kVA. by B.T.H. Brush, Ferranti, etc.; oil circuit breakers, feeder panels, generator control panels, etc.; M.T. spares; tools and tool kits; barrack stores; tables various; blankets; clothing; footwear; canvas; carpets and rags, etc.

Nov. 12 .	Machine tools and miscellaneous stores .	Various W.D. Depots. (*Sale at Cheetham Town Hall, Manchester, 8.*)	J. H. Norris & Son (Dept. L), 380 Deansgate, Knott Mill, Manchester, 3. (Tel. Deansgate 3176).
Nov. 14 .	Miscellaneous stores	Central Ordnance Depot, Didcot, Berks. .	Simmons & Sons (Dept. L), 12 Station Road, Reading. (Tel. 54025).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to date of sale, price 1s. 0d. (*Postal Orders only*).

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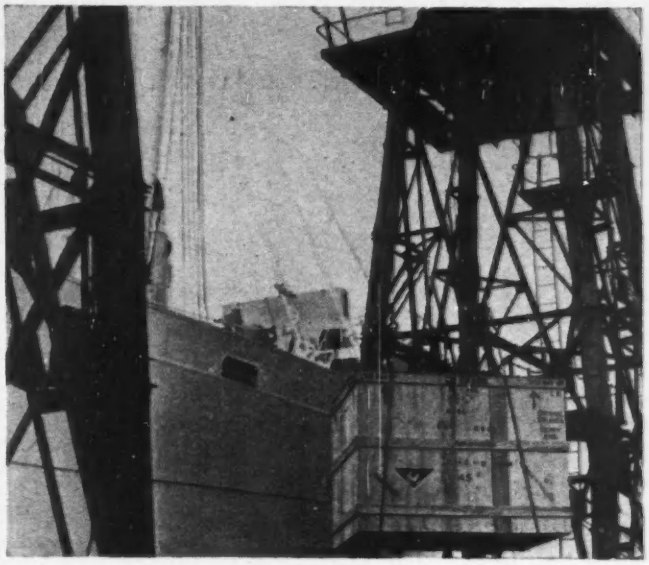

An automatic pinspotter, a device for the re-spotting of pins for the game of tenpin bowling, made at the Whitstable works of AMF Ltd., being loaded at London for use in a Japanese centre. The firm's international bowling group has installed or contracted for over 7,000 of their automatic pinspotters in 30 overseas countries outside the United States and Canada. It is expected that the value of exports of British made automatic pinspotters will reach £1 million in 1963, a 500 per cent increase over 1962.

EXPORT DRIVE

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NEW BOOKS

Produce and marketing in African countries

TWO OFFICIAL publications from very different sources this week throw some light between them on the problems and potentialities of producing and distributing foodstuffs in the new African countries.

One is the **Report of the Fourth Inter-African Conference on Food and Nutrition** (held at Douaa, Cameroon, in September, 1961), which has just been published by the Food and Agriculture Organization of the United Nations. Not a great deal is known about the levels of food consumption and the extent of nutritional deficiencies in Africa, and the Report's value lies partly in its summaries of available information on these subjects and partly on its bringing these facts to bear on the geographical situation and economic status of the population. The Conference agreed that production and consumption of various green vegetables and fish products must be increased, and the Report includes descriptions of other foods which might be introduced to supplement existing family menus. Among the conclusions of the Conference contained in the Report is that the achievement of its aims will require extensive national programmes of economic and agricultural development and planning, which cannot be achieved without technical assistance from international organizations such as FAO. Copies: 5s. (by post 5s. 6d.) from HMSO and Government bookshops.

The other publication, by contrast, is an examination by one person of a particular problem in a Commonwealth country. **The Marketing of Minor Crops in Uganda,** by Anne Martin, is No. 1 (though not the first published) in a new series of *Overseas Research Publications* issued for our own Department of Technical Co-operation. The series is intended to present the results of research which is financed or assisted from funds made available by the Department, and in the present study the author reports conclusions based on a 5-month visit to Uganda. In making this factual survey of the marketing of African-grown agricultural produce other than the major export crops, she draws a useful picture of the whole distributive process in the African food and produce trades and discusses such subjects as the buying chain, competition between buyers, transport and communications, prices and organized local markets. She also deals with questions of government policies and official attitudes towards private traders, and in her conclusions she lays some stress on the importance of providing an efficient information service on market outlets and long-term trends in prices. Copies: 7s. 6d. (by post 8s.) from HMSO and Government bookshops.

The **Trinidad and Tobago Trade Directory 1963-64** is the first issue of a new work of reference in which the directory of business firms occupies 20 pages, while the remaining 50 pages contain a compendium of information on the country's administration, economy, trade and communications. Its coverage is thus similar to that of the older established and somewhat more substantial *Trinidad and Tobago Year Book* which, though published in Port-of-Spain, is also available in Great Britain. One feature of the new *Trade Directory* is an alphabetical list of firms additional to the classified listing (the *Year Book* has a classified list only). Copies: 18s. from the Diplomatic Press and Publishing Co., 13 Cotswold Gardens, London, N.W.2.

INDEX INQUIRIES

Inquiries about the detailed contents of the* Journal *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Trafalgar 8855, Ext. 2128) who compile the half-yearly index to the Journal.

In **Disclosure in Company Accounts** Harold Rose (Reader in Economics at the University of London) makes a plea for far more information to be published in company accounts, both for the protection of shareholders and investors, and also on the grounds that it is an essential ingredient of a competitive economic system. After outlining the economic case for compulsory disclosure and the development of the law on the subject in this and other countries, he proceeds to a detailed discussion of the deficiencies in the information now provided and makes proposals for widening disclosure by provisions in a new Companies Act. The booklet (board covers 10s. 6d.; paper 6s.) is the first in a series of *Eaton Papers* from the Institute of Economic Affairs, 66a Eaton Square, London, S.W.1.

Advertising Conditions in Switzerland is the latest of a number of booklets produced by the Institute of Practitioners in Advertising and dealing with advertising in European countries. This 13-page pamphlet is the text of a talk given by Mr. A. Wirz, of Adolph Wirz Advertising, Zurich, at the Institute, in June 1963. It gives some statistics of the amounts spent on advertising in Switzerland, some examples of Swiss advertisements and a short list of the more important newspapers and magazines. Copies: Free from the Institute of Practitioners in Advertising, 44 Belgrave Square, London, S.W.1.

The Offices, Shops and Railway Premises Act, 1963 is a full legal annotation of the new Act in 129 pages by Harry Samuels and N. Stewart-Pearson. The Act brings standards of health, safety and working conditions generally in shops and offices into line with those enforceable in factories. It differs from factory law in that it does not restrict the hours of any worker. In a brief introduction the authors give an outline of the Act and explain to which premises it will apply and how it will be enforced. Copies: 35s. (by post 36s. 6d.) from Charles Knight & Co. Ltd., 11-12 Bury Street, St. Mary Axe, London, E.C.3.

The latest addition to the Department of Scientific and Industrial Research's series *Problems of Progress in Industry* is a booklet entitled **Teaching Machines and Their Use in Industry.** The authors are three scientists from Sheffield University who say that, although they are now only at the stage of the earliest motor cars, teaching machines already offer an immediate and practical solution to the demand for trained personnel in all branches of industry. They examine the ideas underlying research on teaching machines and attempt to answer the questions 'Why should these machines work?' and 'Is there any evidence that they can teach?' Copies: 3s. (by post 3s. 3d.) from HMSO and Government bookshops.

Kuwait Today: a Welfare State, is intended to publicise the changes which have taken place in Kuwait since 1946, when the first cargo of Kuwait oil was shipped. To the business man the most significant chapters will be those dealing with oil (the source of more than 90 per cent. of the Kuwait Government's income), the country's financial system, the work of the Kuwait Development Council, Kuwait's foreign trade and the proposed Kuwait Free Trade Zone. Other chapters deal with many other aspects of present-day Kuwait, amongst them its system of government, its social services, education system and the growth of the city of Kuwait. The book (200 pages) is bound in hard covers, contains many coloured and black and white photographs and was written and produced for the Kuwait Ministry of Guidance and Information by Quality Publications Ltd., of Nairobi. Copies: 42s. from Hachette, 217/8 Tottenham Court Road, London, W.1.

Other publications

DEVELOPMENT ASSISTANCE EFFORTS AND POLICIES, 1963 REVIEW. 82p. Organization for Economic Co-operation and Development, Paris. Copies: 5s. (by post 5s. 5d.) from HMSO and Government bookshops.

SPEAK UP FOR BRITISH INDUSTRY. 41p. 5s. Revised edition of booklet originally published in September 1962. Federation of British Industries, 21 Tothill Street, London, S.W.1.

VALUE ADDED TURNOVER TAX. 32p. 6s. Federation of British Industries, 21 Tothill Street, London, S.W.1.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for firms outside London is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. A list of addresses is given on page* 871 *of this issue.

A SERVICE IN GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer its customers a comprehensive catalogue service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. You can obtain full information about this service by sending a postcard to Sales Promotion (HMSO), Room D74, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

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Exhibitions and Fairs

Minister of State announces British Exhibition in Tokyo, 1965

MR. ALAN GREEN, Minister of State, Board of Trade, announced at a press conference in Tokyo on October 15, that the Federation of British Industries, with the full backing of the Japanese and British Governments, have decided in principle to stage a comprehensive British exhibition in Tokyo in 1965.

The Minister of State said that the FBI had received a most encouraging response to a questionnaire which they and the London and Birmingham Chambers of Commerce sent out to test the degree of support likely to be forthcoming from British industry for such a project. He continued: 'The Federation's associate company, British Overseas Fairs, have therefore now taken up an option on Halls 2 and 3 of the Tokyo International Trade Centre for an exhibition in September-October, 1965, and one of their directors will be visiting Tokyo next month in order to negotiate with the Trade Centre the detailed technical and financial questions which have to be settled. Subject to a satisfactory conclusion of these negotiations, we hope it will be possible for a fuller announcement to be made before the end of the year.

'British industry has already successfully staged similar exhibitions in many cities of Western Europe and in New York and later this year will be mounting one in Sydney, Australia. Now we believe that the time has come for Tokyo to have its turn. When the time comes, I feel sure that you will be deeply impressed, not only by the high quality of the goods, both capital and consumer, which will be shown, but also by the imaginative way in which they will be displayed.'

Details of the amendments and additions to the classified lists of Trade Fairs and Exhibitions are to be found on page 863.

Textile mission from Dusseldorf

A MISSION of six directors and senior representatives of leading department stores in Dusseldorf spent three days in London last week looking at the types of British textile goods they hoped to put on sale during the British Week to be held in Dusseldorf in May 1964.

The mission was supported by the Export Council for Europe and arranged in conjunction with the Board of Trade as one of a series designed to ensure full co-operation between British manufacturers and West German retailers for the success of the 'Weeks' campaign. Earlier missions have been concerned with foodstuffs. The members of the mission visited nine leading London West End stores and showrooms specializing in men's, women's and children's outer and underwear and piece-goods.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses was given on page i-vi *of the* Board of Trade Journal *of October 11.*

This latest version of the Sunbeam Rapier sports saloon was announced on October 15, the eve of the Earls Court Motor Show. The Rapier, which has won over 100 major awards in international motoring events, is one of Europe's most successful rally cars.

Record car exports forecast at Diamond Jubilee Motor Show

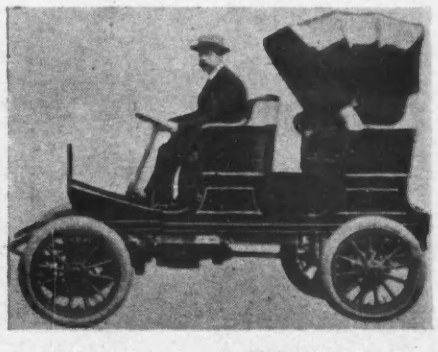
'THE STAR of Britain's car industry is in the ascendant.' This statement was made by Mr. L. G. T. Farmer, president of the Society of Motor Manufacturers and Traders, when he spoke at a press conference in London on October 9 to announce the 1963 International Motor Show which opened at Earls Court, London on October 16. To support his statement, Mr. Farmer gave the following statistics: 'Sales of cars in Britain are likely to reach the million mark this year; our exports have been and still are gaining ground – 400,000 cars were shipped overseas in the first eight months of this year as against 374,000 in a comparable period in 1962; a record production year is forecast by the manufacturers in Britain – one and a half million vehicles, 250,000 more than last year. What is even more important,' added Mr. Farmer, 'I believe that when the figures are finally known, the exports of all products of the British motor industry will have reached an all-time record value.'

These statistics presented at the time when the Motor Show celebrates its Diamond Jubilee – 1903-1963 – reflect the skill and enthusiasm of the industry's designers, technicians and salesmen in presenting the products of their industry to the world. At this important anniversary of an industry which is said to be a 'high pressure element contributing substantially to the rise in Britain's export barometer' it is fitting to draw a comparison between the show of 1903 and that of this year. The sparkle and glitter of the models on show 60 years ago were perhaps not as ornate as those of this year. How many makes and types of cars in the 1903 show are still being produced today? There are a few, but what a contrast. Some veteran visitor to the 1903 show might remember the 30 h.p. Wolseley touring tonneau, the 22 h.p. Daimler, the 20 h.p. Humber, Lord Dalmeny's Panhard. In the lower horse-power class there were the 10 h.p. twin Hozier tonneau, and the 6 h.p. Pick Voiturette. That show even featured a vehicle known as the Baker electric run-about.

Examining the 'vital statistics' of these juggernauts of the road it is difficult to realise that such a thing as a flat tyre was unknown, there were no complicated lighting systems – a pair of oil or carbide lamps sufficed. Luggage space was virtually non-existent. Oilskin coats and hats and scarves were a must for protection against the elements for driver and passenger(s). Gear changing – there was certainly no synchromesh.

The 1963 show features some 31 different makes of vehicles by British manufacturers in addition to which there are cars from the United States, Canada, France, West Germany, Sweden, Italy, Holland, Czechoslovakia, East-Germany, Russia and Israel. There are also examples of the most up-to-date motorised caravans, and a comprehensive array of accessories and components, tyres and transport service equipment. Together these products occupy more than a quarter of a million square feet of exhibition space.

Just as the production cars on show have



The Standard car at the 1903 Motor Show.

benefited from ideas first developed and proved on the race-track, the cars of tomorrow will no doubt incorporate design features of the Rover-BRM gas turbine sports racing car which ran at Le Mans, and the Lotus Formula 1 car. Both these cars are on show.

Of the total of 361 different models exhibited 220 of the cars are British. Among the small cars shown by the home industry it is quite apparent that the range has tended to become increasingly endowed with the specifications and characteristics of the larger models in comfort and performance. The luxurious atmosphere of the higher priced models has also an increasing tendency to marke itself apparent in the larger type 'family car'. Service and maintenance worries for the motorist are reduced by the minimising of greasing and oil changing and the simplification of repairs to electrical equipment. Some manufacturers have also done away with the chore of car polishing.

Exports of motor vehicles were non-existent in 1903. In 1963 – to quote Mr. Farmer 'We must face the fact that although we are in EFTA, we shall not be in the Common Market for some time to come. Even so, and with the aid of the installations we have had the foresight to establish in the countries of the Six we have increased our sales over the comparable eight months' period by 30 per cent. To EFTA the increase has been more than 10 per cent. We are determined to increase our penetration into Europe, a most important market to the industry. Meantime we are not relaxing our efforts in other parts of the world; the United States remains our largest customer in terms of a single market, and the Commonwealth continues to take 32 per cent of our export car deliveries.'

TRADE FAIRS GUIDE

*A fourth edition of the booklet 'Trade Fairs Help Exports – Hints for the Small Exhibitor' has been produced by the Board of Trade for the guidance of small firms contemplating exhibiting overseas for the first time. The booklet explains the purposes of exhibiting and gives guidance on the choice of fairs, the organization of exhibits and on official assistance available to the British exhibitor. It also lists major specialized fairs overseas. Copies can be obtained free of charge from any Board of Trade Regional Office or from Export Publicity and Fairs Branch, Board of Trade, Horse Guards Avenue, London. S.W.*1. (*Reference*: *G.D.* 1361/62.)

British participation in Cologne trade fairs

AT A CONFERENCE held recently in London Dr. Robert Krugmann, the Director of the Cologne International Fairs, said that 5,280 German and 2,270 non-German firms participated at the 10 international trade fairs held annually in Cologne. Thirty-two per cent of the foreign firms came from EFTA countries and 48 per cent from EEC countries. Five per cent came from other European countries and 15 per cent from the rest of the world. Seven of the fairs are not open to the general public, but the total attendance at all the fairs was 660,000 visitors, of which 16 per cent were non-German. Of these 65 per cent came from the other EEC countries and 24 per cent from EFTA countries.

Three hundred and fifty British firms took part mainly in ANUGA (International Exhibition of Fine Foods and Provisions), the International Household Goods and Hardware Fair and SPOGA (International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture). In all some 3,000 British visitors and 200 British journalists regularly attend the 10 fairs.

Inquiries about the Cologne Fairs should be addressed to the United Kingdom agents, DuMont Publicity Co. Ltd., 18 Queensbury Place, London, S.W.7. (Tel. KEN 1770).

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below*:

	Date Last Published	Date Next Published
Outside Europe . .	*Oct.* 4	*Jan.* 3
Europe	*Sept.* 6	*Dec.* 6
United Kingdom . .	*Aug.* 2	*Nov.* 1

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

*The Board of Trade Export Publicity and Fairs Branch, Horse Guards Avenue, London, S.W.*1 (*Tel. Trafalgar* 8855, *Ext.* 3096, *Europe*; 3097 *United Kingdom and outside Europe*) *will be glad to answer general inquiries but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Publicity and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.*

* *indicates fair which is held annually at approximately the time stated.*

† *indicates fair which is held alternate years at approximately the time stated.*

Amendments and Additions to Classified Lists

The fairs and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on October 4, September 6 and August 2 respectively.

OUTSIDE EUROPE

ADDITION:

MONTREAL: THE FALL GIFT SHOW – August 24-27, 1964.

* Apply, National Gift Show, Seccombe House, 443 Mount Pleasant Road, Toronto 7, Ontario.

EUROPE

AMENDMENT:

The Board of Trade have been advised that the 2nd International Exhibition of Construction, Madrid, is to be held not earlier than 1964 and not October 8-November 8, 1963, as previously shown in the *Board of Trade Journal* dated December 21, 1962, and subsequent issues.

ADDITIONS:

STUTTGART: 4TH INTERNATIONAL TRADE FAIR FOR OIL AND GAS FIRING (INTHERM) – April 8-12, 1964.

Apply, C.E.S. (Overseas) Ltd., 16 Blackfriars Lane, London, E.C.4. (Tel. Fleet Street 5420).

TURIN: 14TH INTERNATIONAL TECHNICAL EXHIBITION – September 19-30, 1964.

* Apply, Dr. G. Boella, Fiat England Ltd., Water Road, Wembley, Middlesex. (Tel. Perivale 5651).

UNITED KINGDOM

ADDITIONS:

BUILTH WELLS: NATIONAL AGRICULTURAL SHOW – July 21-23, 1964.

* Apply, J. A. George Esq., Royal Welsh Agricultural Society, Queen's Road, Aberystwyth.

LONDON: INTERNATIONAL CYCLE AND MOTOR CYCLE SHOW – November 14-21, 1964. At Earls Court.

† Apply, British Cycle and Motor Cycle Industries Association, Starley House, Eaton Road, Coventry. (Tel. Coventry 27427-8-9).

1964 British Industrial Exhibition in Peking

A BRITISH Industrial Exhibition will be held in Peking from November 2 to 14, 1964, at the invitation of the responsible authorities of the Government of the People's Republic of China. The exhibition will be sponsored on the British side by the Sino-British Trade Council whose members are the Association of British Chambers of Commerce, the China Association, the Federation of British Industries and the London Chamber of Commerce, and on the Chinese side by the China Council for the Promotion of International Trade (CCPIT). CCPIT is the Chinese organization through which the Ministry of Foreign Trade of the People's Republic of China works to encourage overseas trade.

The exhibition will be organized by Industrial and Trade Fairs Ltd., at the request of the Sino-British Trade Council and with the co-operation and full support of the Board of Trade. The exhibition will be held in the Peking Exhibition Centre and will occupy some 80,000 sq. ft of space. This is the first time that any Western country has been invited to display its products in Peking on this scale.

The exhibition will be concerned with capital goods produced by the engineering industries and with scientific instruments, measuring and control apparatus. It is intended that the exhibits should coincide as nearly as possible with the range of products normally purchased by the China National Machinery Import and Export Corporation (Machimpex). No consumer goods or basic materials will be shown.

Admittance will be by tickets of invitation distributed in advance by CCPIT to Chinese specialists in the field of engineering and scientific instruments. The exhibition will not be open to the general public.

In addition to the commercial and technical staffs of the Ministry of Foreign Trade and Machimpex, representatives of other Chinese foreign trading corporations, technical institutes, provincial organizations and of manufacturing corporations throughout China will also be invited in considerable numbers.

The technical section at St. Eriks Fair, Stockholm

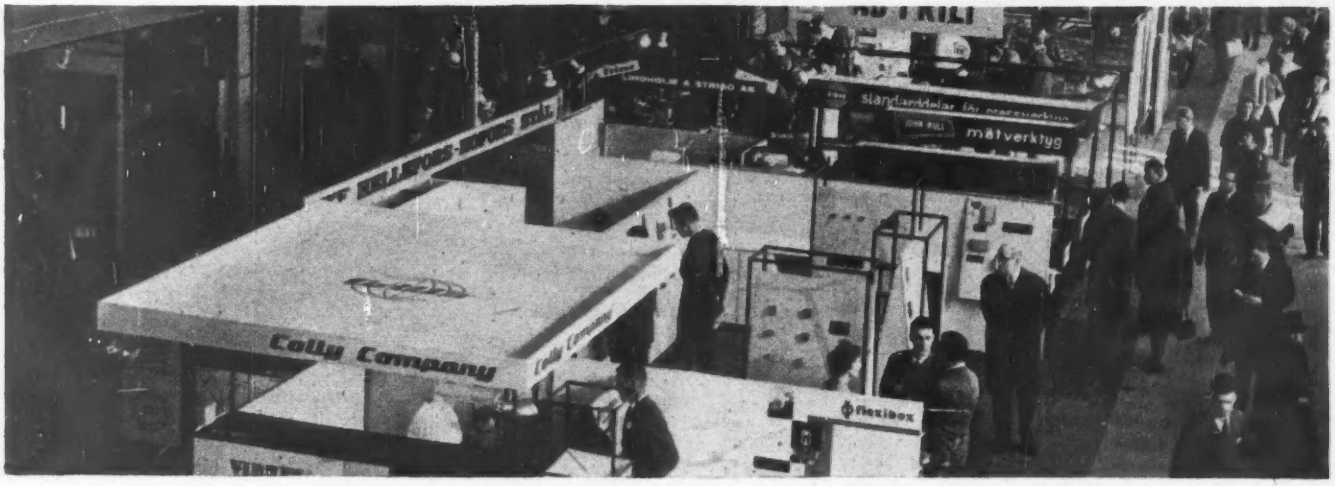
A report from the Commercial Department, British Embassy, Stockholm.

IN 1962 the annual St. Eriks Fair was divided into two parts. A consumer goods section was held in late August and early September and a technical section was held in late September and early October. The same pattern was repeated this year, the emphasis in the technical section of the Fair being concentrated upon electronic equipment generally, including electronic control gear. In 1962 it concentrated on machine tools.

This section of the Fair was opened on September 27 by Bankdirektör Browaldh of the Svenska Handelsbanken; it closed on October 4. The Fair was not open to the general public; as in 1962, entry was by invitation only from exhibitors at the Fair or from the Fair Directorate. There were about 62,000 visitors to the Fair, an advance of about 5,250 upon the attendance last year. It was held at the St. Eriks Hall which has a total of about 22,000 sq. metres and which was the site of the British Exhibition in the spring of 1962.

The products of about 1,000 firms were exhibited, 280 of them Swedish and the rest from non-Swedish firms. Of the total, 300 of the non-Swedish products were from West Germany, 140 from the United States; the products of about 90 United Kingdom firms were displayed. The standard of display was good throughout.

There was no official British representation



A general view of the fair.

at this Fair. Nine other countries had national stands, of which the most imposing were those of the United States (1,000 sq. metres), West Germany (600 sq. metres) and Italy (505 sq. metres). The other national stands were from Bulgaria, Finland, Poland, the U.S.S.R., Hungary and East Germany.

The imposing United States stand was no doubt designed to be a contribution to the trade drive on the Swedish market which has been mounted throughout most of 1963, the highlight being a United States trade mission which spent about a month in Sweden. United States participation in Svenska Mässan at Gothenburg, the 'ELMIA' Trade Fair at Jönköping as well as at the consumer goods section at the St. Eriks Fair at Stockholm has been at a high level. Italy has also apparently been making a special effort this year in the Swedish market, whilst West Germany has shown the usual interest in fostering this important market and keeping the balance of her display prominently in advance of that from East Germany.

There was comparatively little direct participation by British firms, the majority of British products being shown by Swedish agents, most of whom represent foreign firms other than British. With some notable exceptions, British goods tended to be dispersed to the extent that they did not make any special impact, and due to the substantial national stands seen at the Fair, the impression was inclined to be that competitors were there in strength, whilst British firms were not. As against this, it will be borne in mind that the Fair provided an opportunity for British representatives to discuss their products with potential customers who would not be particularly impressed one way or another with what they might see at a trade fair, the complexity of electronic systems requiring such deeper treatment over the long term than goods which are sold by impulse and display. The show of electro-techniques included intercommunication and distribution systems, electric tools and motors, electronic control gear and industrial lighting. There was again a good show of machine tools themselves and a comprehensive display of contractors' plant in the outdoor part of the exhibition.

On the whole, British firms which provided their own display, sometimes in collaboration with their agents, reported satisfactorily on the results of the Fair. One such British firm, B.S.P. Industries Ltd., was promoting the sale of its drawing office services and the managing director of the firm seemed satisfied that a number of apparently serious inquiries would lead to future business in Sweden. Another British firm, Imhof Ltd., showed their display from a mobile exhibition van, which included a range of instrument cases, racks and consoles and representatives of the firm expressed themselves satisfied with the interest taken in the display. Another British firm, Control Instruments Ltd., reported the sale of £6,500 worth of 45 electronic recording instruments. There was apparently worthwhile interest in British contractors' plant by J. C. Bamfor (Excavators) Ltd. with which there were impressive demonstrations; printing and duplicating machinery, Rota Print Ltd.; communication receivers, Racal (Electronics) Ltd.; drills, the 'Speedicut Ship Breaker,' by Firth Brown Tools Ltd.; and gears, Crofts (Engineers) Ltd.

In the outdoor section an imposing inflatable tent of Swedish manufacture (Svenska Metallverken) housed a display of British tractors and vehicles, British Motor Corporation Products.

Amongst the foreign official participation, varied techniques were employed. The United States stand, designed in America, was on a modular basis with aluminium panels and floor triangles. It lent itself well to the display of small objects and to electronic techniques generally. It is understood that the United States Government provided transport charges for the exhibits. The West German pavilion, available to West German firms only, used the technique of contrasting old machines with their modern versions; the display included the model of an atomic-powered ship with pressurized water reactor. In the Soviet Russian stand emphasis was given to medical equipment, steel products and construction materials.

Almost all the available space at the Fair was sold. The participants on the whole seemed to be satisfied with the results of this Fair which was directed at the Scandinavian market. In 1964 present intentions are that the Fair will be advertised as one concentrating on printing and plastics machinery. It will be worthwhile for British firms represented in Sweden to consult with their agents about the display of their products at this Fair, and to consider special or individual participation, particularly if they have anything new to offer.

In 1965 this section of the Fair will concentrate upon transport and it will be worth the British trade's while to consider a special effort in that year.

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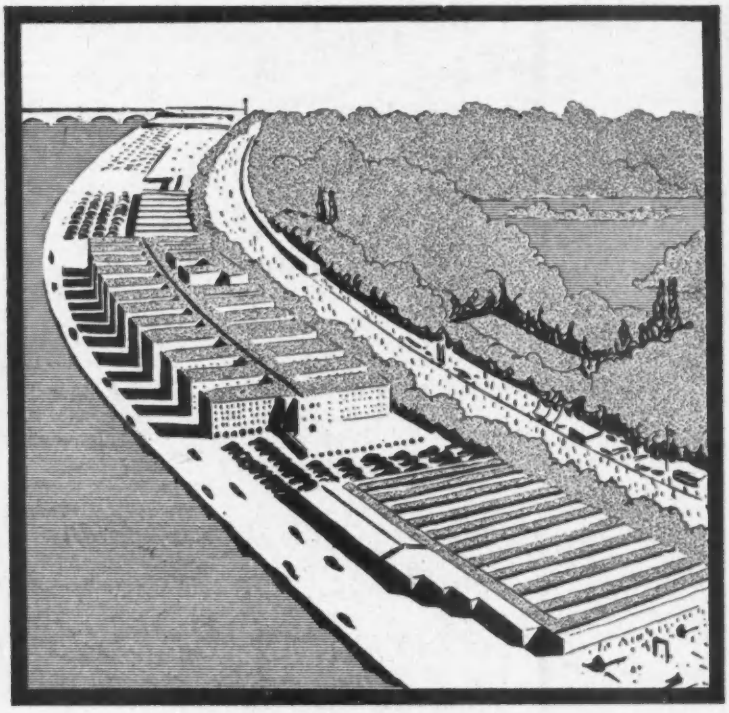

Sample Comments from 1963 Exhibitors:

Mr. C. A. Soné, Export Manager, Pearce Duff & Co. Ltd., London:

... "Our participation was a great success ... this was our first appearance and, apart from making many new contracts with French firms, we were also successful in doing business with buyers from other countries. ... the organisation and the running of the Fair is excellent ... for British firms to show their wares on the Continent we can highly recommend it."

Mr. J. B. Groome, Export Manager, Mirroware Co. Ltd., Birmingham:

"It was a successful Fair, both the public and the Trade expressing much interest in our products. Orders were placed and others are now being negotiated ... we achieved more in the few days there than we could have done in months of negotiation otherwise ... we have formed the basis of a complete market coverage and believe that results will be well worth while."

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THE FRENCH MARKET: 2

Lyons: tomorrow's metropolis, today's market

by I. W. Bell, H.M. Consul-General at Lyons

In view of the size and variety of the French market, 1962 saw the appointment of Market Officers to the British Consulates-General at Lyons, Marseilles and Strasbourg, and to the British Consulates at Bordeaux and Lille. These posts are now equipped to deal with trade inquiries, and this article, the second of a series, will, it is hoped, enable United Kingdom firms to gauge the opportunities that may exist for their products and to decide whether it would be useful for them to make a more detailed survey on the spot themselves. If such firms decide to do this (as is recommended by the Commercial Department of the British Embassy in Paris), they can be sure of getting help from the Consular Officers and their Market officers. The first article in this series appeared in the Board of Trade Journal, October 4, page 756.

THE DISTRICT of the British Consulate-General at Lyons covers an area of nearly 36,000 square miles (about one-sixth of the whole of France) and has a population, according to the 1962 Census, of more than six million (13¼ per cent of the total). It comprises fifteen Departments. Twelve of these are grouped into two self-contained Economic Regions:

Rhône-Alpes: Ain, Ardèche, Drôme, Isère, Loire, Rhône, Savoie and Haute Savoie

Auvergne: Allier, Cantal, Haute-Loire, and Puy-de-Dôme

Two (Côte d'Or and Saône-et-Loire) belong to the Bourgogne Economic Region and one (Hautes Alpes) to Provence-Côte d'Azur.

Although much of the district is rural it contains five towns of more than 100,000 inhabitants. The largest and most important, of course, is Lyons itself, where the total conurbation had a population of some 900,000 in 1962 and has probably by now topped the million mark. Of the others, Saint-Etienne has about 200,000, Grenoble about 160,000, Dijon some 140,000 and Clermont-Ferrand more than 130,000. There are six towns with populations either just over or just under 50,000, eight more round about the 30,000 level and another eleven or so between 10 and 25 thousand. Some of these smaller towns are expanding fast and attracting industry from other parts of France as well as from other European countries.

The strongest area of attraction is the Rhône-Alpes Region. In area it is about one-twelfth of the whole of France. In spite of its mountainous character, which means that much of it is not inhabited at all, its density of population (290 per square mile) is substantially above the national average. It has shown a remarkably high annual rate of growth in recent years – 8 per cent, i.e. 2 per cent higher than the planned rate of growth for the whole of the country. This is due in part at least to the plentiful supply of hydro-electric power resulting from the exploitation of Alpine and Rhône Valley resources, which account for 40 per cent of total French production. It is also due to the predominant position of Lyons, the regional capital, as an industrial, commercial and communications centre.

Lyons is traditionally the home of France's silk industry. It is still its focal point as regards organization and distribution, but in terms of capital investment and labour silk no longer enjoys pride of place. Heavy engineering and chemicals are now the predominant industries. The weaving and spinning of silk is to-day carried on not in Lyons itself but in smaller towns (and even in villages) within a radius of fifty miles or so. To talk about 'silk' nowadays is a little misleading. All silk manufacturers, the *soyeux* as they are called, have for some time relied mainly and sometimes wholly, on man-made fibres. Some of these fibres are produced in Lyons. One of the most successful is 'Tergal' (terylene), produced under licence from I.C.I. by Rhodiaceta S.A. The number of workers employed in textiles has fallen during the past ten years. They now represent less than 20 per cent of the total labour force (as against 26 per cent in 1954). Nevertheless textiles still play an active and important part in the local economy. The silk manufacturers of Lyons have built up over more than four centuries a tradition of excellence in design and workmanship. The same high standards exist to-day and have been carried over into other and younger industries; and coupled with a parallel tradition of inventiveness and initiative, they are another and by no means negligible factor in the present industrial expansion and commercial prosperity of Lyons and the region of which it is the capital.

In all the other main branches of industry there has been a very marked expansion over the past ten years. The total industrial labour force has grown by more than 20,000 (14 per cent) – mostly as a result of immigration from other parts of France – and is now in the region of 170,000. More than a third are employed in heavy and light engineering industries. They are spread over some 2,000 firms, mostly small: less than 3 per cent of them employ more than a hundred workers. The largest of them is the well-known heavy vehicle firm of Berliet S.A. with a payroll of some 14,000. Chemicals account for less than 10 per cent of the labour force but considerably more than this in terms of capital investment and production. By far the most striking expansion has taken place in building and public works, which now provides jobs for some 30,000 – 10,000 more than in 1954 and 16 per cent of the total labour force. In the past four years the Lyons skyline has at several points been raised by two or three hundred feet as a result of the erection of large apartment buildings. One complex of flats now nearing completion will eventually accommodate about 35,000 people. The flow of labour into Lyons and its immediate neighbourhood shows no sign of drying up and demand for housing still exceeds supply. Nevertheless, these new blocks have provided accommodation for several thousands of working-class families and a concrete demonstration – concrete in more senses than one – both of the lively state of the building trade and of the continuing expansion of the economy of Lyons and its region.

Lyons is one of the oldest cities of France, a good deal older than Paris. More than 2,000 years ago it was the capital of Roman Gaul. Some historians maintain that but for the defeat of Francis I at the Battle of Paris it would to-day be the capital of France. However that may be, the 1962 Census established beyond doubt that Lyons (with its conurbation) is now France's second city. Its key position at the junction of the Rhône and the Saône and on the natural line of communications between Germany and the Mediterranean, as well as its proximity to Italy, gives it a special advantage as a centre of industrial development and of the entrepôt trade within the Common Market. It has plenty of room for further expansion, particularly towards the south and east. The end of 1962 saw the completion of the oil pipeline from the Mediterranean; an oil refinery and alongside it a petro-chemical plant for producing heavy-duty tyres will soon be in operation. Looking a few years ahead, expansion will be accelerated after the completion of the proposed hydro-electric dam at Pierre-Benite, just south of Lyons, and the canalisation of the Rhône which will substantially increase the river's tonnage capacity between Lyons and the Mediterranean. Plans are also being prepared for the construction of several new large hotels in the next few years. Much else is being done, but the examples given are enough to indicate that Lyons is rapidly growing in status and importance from a provincial city to a metropolis in its own right.

(*Continued on next page*)

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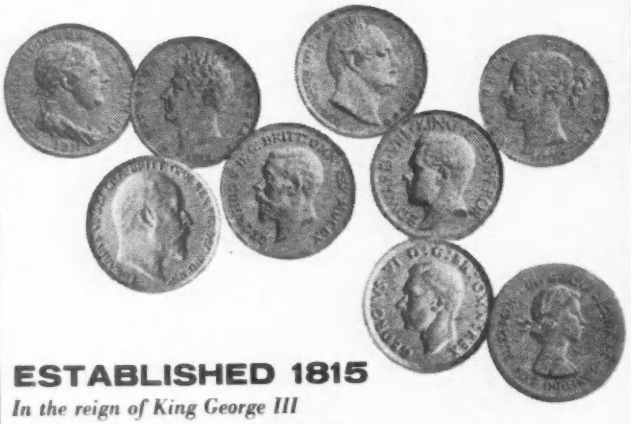

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Other towns in the Consular District

At Grenoble there has been an even more spectacular rate of expansion. Before the Second World War this town was known to most Englishmen for its University and for the special courses it provided for people wishing to learn French. It was also known for its traditional industry of making gloves. In 1936 it had a population of less than 96,000. In 1954 this had risen to over 116,000 but by 1962 it had jumped to more than 163,000. In eight years the population of Grenoble had increased by 40 per cent. The University carries on its French courses for foreigners but its nuclear research centre, the foremost in the whole of France, is now a more important feature of its academic life. The town has also changed its character. Gloves are still made at Grenoble but they are well down on the list. The manufacture of electrical equipment, hydro-electric turbines, electronic machinery and heavy engineering now provide jobs for more than a third of the working population. But, as at Lyons, building and public works is a major activity and in 1962 employed one-fifth of the labour force.

Saint-Etienne is the second largest town in the Lyons consular district. It is a much older industrial centre than Grenoble and has much in common with some of the industrial towns of the north of England. It is the centre of the most important coal basin of the southern half of France and prides itself on being the first French town to have a railway-line and on the hospitality of its inhabitants. It can also pride itself on its adaptability to modern conditions. Coal mining is still a major source of employment in the area and much of Saint-Etienne's industry is still on a coal basis. But new methods and skills are being introduced and its population which fell between 1936 and 1954, is now increasing. In 1962 it was over 200,000 – over 10 per cent more than in 1954.

Two other towns in the district have populations of more than 100,000: Dijon and Clermont-Ferrand. Dijon is worth special mention. It is the capital of the 'Bourgogne' Economic Regions, a predominently agricultural area, but is itself becoming a sizeable industrial centre. In 1936, it had some 96,000 inhabitants; it has now more than 140,000. Industrial expansion, however, is by no means limited to the large towns. Some of the smaller towns are expected to develop rapidly in the next few years: Chalon-sur-Saône Mâcon, Villefranche-sur-Saône, Vienne, Valence, Montélimar. The last-named town is close to the nuclear centre of Pierrelatte which in

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a very short time has grown from virtually nothing to a township of some 7,000 souls.

The fact remains, of course, that, as in the rest of France, a high proportion of the active population is engaged in agriculture. In the Lyons consular district as a whole the proportion is 22 per cent, which is lower than it was ten years ago. As elsewhere, there is a continuing drift from the countryside into the towns. There has not been the same degree of discontent among farmers and farm workers as exists in some other parts of France. In most of the fifteen Departments agriculture is more diversified than elsewhere. The accent is less on cereals and arable farming than on stockraising – including the well-known Charollais breed – dairy and poultry farming, and fruit-growing. Wine, of course, is an important item, particularly the high quality table wines of Burgundy and the Rhône Valley – not to mention the Beaujolais which in Lyons and its immediate neighbourhood is consumed in such quantities that it is often referred to as the city's third river. The drift from the land can be ascribed less to discontent among farmers and farmworkers than to the powerful attraction of the industrial centres where the demand for labour has for some years exceeded the available supply. It will continue so long as the rhythem of industrial expansion is maintained; and while it may be checked here and there and from time to time there is no reason to expect any general application of brakes or any change into a lower gear.

The market for British capital and consumer goods

Industrial expansion on the scale I have described means prosperity, and prosperity means purchasing power. There is no doubt, to judge both from what people spend and from what they save, that there are ample reserves of purchasing power. Savings have grown steadily in recent years. In the Lyons consular district as a whole one person in six owns a car; and in some Departments – the Rhône, for instance, which includes most of the conurbation of Lyons, – the ratio of population to cars is nearer to one in five. About 86 per cent of families own radios, just under 20 per cent television sets; some 35 per cent have refrigerators, 25 per cent washing-machines, and 32 per cent vacuum-cleaners. Ownership of all these things has increased, in some cases dramatically, in the past six years or so. In 1962 nearly six times as many families possessed television sets as in 1957. Over the same five-year period ownership of cars went up by 29 per cent, of radios by 10 per cent, of refrigerators by 147 per cent, of washing-machines by 87 per cent, and of vacuum-cleaners by 56 per cent. Nobody expects demand for all these items to be maintained at these levels. For some of them it has fallen off already. But demand for other things is rising and, so long as the economy continues to expand, will go on rising. There is, in fact, a market for consumer goods of all kinds, durable or otherwise. There is also a market for a wide range of capital goods from heavy machinery to office equipment. What share of this market at present goes to United Kingdom manufacturers and exporters?

The answer is, a much smaller share than they could have with more effort and ingenuity.

This is not true of one commodity. It needs very little effort to sell Scotch whisky for which local demand is almost geometrically progressive. But it is true of pretty well everything else, and British manufacturers have unfortunately acquired a widespread reputation of not being prepared to make the effort that is needed. Although our exports to France have increased considerably in the past year or so – which is a sure sign that more determined efforts are being made – there is still a good deal of leeway to make up.

Four ways to improve exports

A greater and sustained effort is still needed in four different ways: better arrangements to ensure compliance with promised delivery dates, better after-sales service, better understanding of the local market and closer contact with local buyers (actual as well as potential).

The first needs no elaboration. The second does not apply to all commodities but where it does British exporters have a reputation which, by comparison with their competitors, is usually unflattering. Cars are an obvious case in point. This year there has been a very noticeable and satisfactory increase in the number of British cars with local registration plates. It is perhaps even more satisfactory that a well-known United Kingdom car distributing firm has set up a distribution centre on the outskirts of Lyons for the cars of one of the leading British groups. It serves agents and distributors over a wide area of south-eastern France and, when it has really got going, will have an adequate reserve of spare parts on the spot. In this case an important lesson has been learnt and there is a good chance that the popularity which this group of cars has earned thanks to the attractiveness of this year's models, will not be lost through poor servicing facilities, as had happened at various times in the past to nearly all British makes of car. Sales of cars made by other groups of manufacturers have also gone up this year. It remains to be seen whether, when the testing time comes and the cars in question require thorough servicing in quantity, their local distributors will have made the necessary preparations in advance to meet a heavy increase in the demand for spare parts. The number of British cars immobilized for unnecessarily long periods for lack of spare parts need not be very large to be enough to spoil the local market for the future.

The third requirement is better understanding of the local market. Before indicating which of our exports seem to have the best chances in this part of France, a general observation is necessary. Competition from the products of French industry (and of the industries of other European countries, particularly of those within the Common Market) is strong. Competitiveness does not depend solely on price: it depends equally on quality and design as well as on availability in terms of quantities required now and of future replacement orders. In many old-established lines British products have a high reputation for quality but this is not always enough. If design is not up to modern French standards, if the quantity available is insufficient or if there are doubts about its continued availability in the future, the equivalent or nearly equivalent product of another country, even if price is slightly higher, will as often as not be preferred. There is a general tendency on the part of French buyers in many lines of business to assume that British designs are behind the times. This is a prejudice which can be dispelled only if manufacturers offer the best and most up-to-date of their products. The Lyons market is definitely not one in which to off-load outmoded stocks.

Nor is it wise to assume that the same product will be bought year after year out of sheer force of habit. One of the British exhibits at the Lyons International Fair last year was a grass-cutter which, according to the makers' local agent was in every detail the same machine as the ones he had been importing and distributing in the nineteen-thirties. Beside it were other grass-cutters of rather better performance and more modern design, made in France. The agent remarked that the British machine was still bought by some of his more elderly customers because they believed it to be more durable; but that the younger generation preferred the more modern appearance of the French models, which in addition were less expensive and easier to handle because they had a rather more up-to-date clutch mechanism. This, he added, could easily have been incorporated in the British machine and he had told the manufacturers so; but they had not done anything about it. Grass-cutters are not among our major exports. The example of this one, however, is a practical demonstration of what a good many potential French buyers believe to be the general rule in British industry today; that our manufacturers are still producing goods which, in design and technical characteristics, are several years, or even decades, behind what is now being produced in France. To manufacturers of whom this is true, it is only fair to say that to try to enter the French market, at least as far as Lyons is concerned, would be a waste of time. To those of whom it is not true and who are not already established in it, the first and most immediate task is to demonstrate its untruth.

This need not be a formidable task. In the Lyons district there is much good will towards Great Britain and readiness to buy British goods. In the Consulate-General we receive substantially more inquiries from French firms wishing to import from the United Kingdom than we do from British firms wishing to sell their products here. The fact remains that much of what we produce is simply not known in this part of France, either to importers or the general public. Making it known requires some effort, however, and it is obviously important that exporters should know in what fields the effort can most usefully be made.

Particular openings for British goods

Industrial expansion on the scale described earlier in this article may from time to time create opportunities for British-made capital goods, although to win against the French or EEC product the British one must be competitive on every count. Promising openings can occur at any time for some of our more sophisticated items of

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Clarendon House, Clayton Street West, Newcastle-upon-Tyne, 1. (Tel. Newcastle 27550. Code: ONE 2. 27550. Telex No. 53178.)
R. Wood.

Yorkshire and Lincolnshire Region
Pearl Chambers, East Parade, Leeds, 1. (Tel. Leeds 31761. Code: OLE 2. 31761. Telex No. 55165.)
E. Atherton.

Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. TATe 4355. Telex No. 25991.)
D. L. Wilson, C.B.E.

London and South Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. TATe 4355. Telex No. 25991.)
Barry Kay, C.B.E.

South Western Region
Government Buildings, Burghill Road, Westbury-on-Trym, Bristol. (Tel. Bristol 62-2851. Code: OBR 2. 62-2851. Telex No. 44214.)
M. Weber.

Wales
Government Buildings, Gabalfa, Cardiff. (Tel. Cardiff 62151. Code: OCA 2. 62151. Telex No. 49267.)
R. W. Daniel, C.B.E.

Midland Region
Somerset House, 37 Temple Street, Birmingham, 2. (Tel. Birmingham Midland 8221. Code: 021. MID 8221. Telex No. 33702.)
P. J. L. Homan.

North Western Region
76 Newton Street, Manchester 1 (Tel. Manchester Central 2171. Code: 061. CEN 2171. Telex No. 66104.)
R. J. Forbes, C.B.E.

Scotland
40 George Street, Glasgow. C.1. (Tel. Glasgow Bell 4455. Code: 041. BEL 4455. Telex No. 77583.) District Office: 29a High Street, Inverness (Tel. Inverness 31998. Code OIN 3. 31998.)
C. J. A. Whitehouse, O.B.E.

Northern Ireland
Ministry of Commerce (Northern Ireland), Chichester House, Chichester Street, Belfast. (Tel. Belfast 28271. Code: OBE 2. 28271. Telex No. 74578.)
H. E. Jones, C.B.E.

This list is prepared by Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 463.)

Market Information

for businessmen going abroad

To business travellers abroad economy of time is a vital factor. In important centres in all overseas countries there are British Trade Commissioners or Foreign Service Officers who are ready to assist and save valuable time by advising on local market conditions for all kinds of products in which visitors are interested, by providing information about customs duties and import regulations, by helping to find suitable agents or representatives and in various other ways.

All business men going abroad are urged to make use of these facilities. If they will first consult the Export Services Branch, any Regional Office of the Board of Trade, or the Ministry of Commerce, Northern Ireland, arrangements can be made for the appropriate officers in the countries they intend to visit to be furnished in advance with details of their requirements.

Get in touch with

Export Services Branch, Board of Trade

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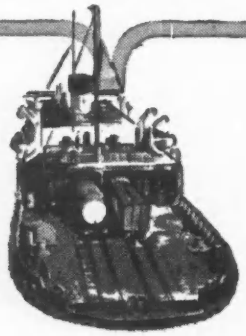

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all over France. Usually this is not so. In nine cases out of ten an exporter who wishes to sell his goods in south-eastern France will have to appoint an agent in the area. Lyons is the obvious place and is, in fact, rapidly becoming the main distribution centre of an area a good deal larger than the Lyons consular district. An important point to bear in mind in this connection, particularly where consumer goods are concerned, is that the needs and tastes prevailing in Paris are by no means always the same as those in the provinces. This is certainly so as regards Lyons, which belongs essentially to the southern half of France and where people have different temperaments and habits from those who live in Paris and the northern half of the country.

The principal trade fairs

General stress has been laid in this article on the need to make known to French buyers the products our exporters have to offer them and on the value of personal visits as a means of doing so. Another way of doing it, which should not be regarded as an alternative but as a complementary method of approach, is to make use of one or more of the various trade fairs which are held at regular intervals at different places in the Lyons consular district.

The largest of these is the International Fair of Lyons, which is held in the early spring and which is a general trade fair open to manufacturers of all countries and of a very wide range of goods. This year's *Foire de Lyon* had nearly 600,000 visitors of whom more than 14,000 came from outside France. French exhibitors numbered nearly 3,000 and those from other countries over 550. The 1963 Fair was a decided improvement, from the purely business point of view as well as in its overall presentation, on what it had been for the five years before, and it is expected that next year it will be better still. It is hoped that then there will be a distinct improvement on the exiguous figure of 29, which represents the number of United Kingdom firms which were represented this year. As a means of getting British goods in front of both buyers and the general public it is certainly worth considering.

Some exporting firms may well prefer to participate in a specialized trade fair, of which there are several. In Lyons itself there are the International Toy Fair (*Salon International du Jouet*) in February and International Furnishing Fair ('Meuropam' – i.e. *Marché Européen de l'Ameublement*) in October. Within the framework of the general International Fair of 1963 there were specialized salons, restricted to professional buyers, for ironmongery and hardware, wood-working machinery, and office equipment. Some of them at least will exist next year. Outside Lyons there are three which are of potential interest to British exporters: the Gastronomic Fair at Dijon in November, the International Winter Sports Fair at Grenoble in March, and the International Plastics Fair at Oyonnax in May. British participation in these trade fairs has been consistently meagre and at one or two of them non-existent. It is impossible to escape the conclusion that a lot of useful opportunities are being missed.

Trade fairs, as I have said, should not be regarded as alternatives to personal visits, which are of more value than anything else. I can but end this article on a note of welcome to any British businessman who comes to Lyons. The Commercial Section of the Consulate-General is busy all the time but never too busy to help in whatever way it can – by putting you in touch with local trade organizations and buyers and by giving you such information and advice as you want. The journey from Paris is not unduly long, either by train or by air. Lyons is a fine city by any standards where pleasure can be combined with business.

British commercial representatives overseas—India

MR. E. A. MIDGLEY, M.B.E., lately Counsellor (Commercial) at the British Embassy at The Hague, has been appointed on promotion as Senior British Trade Commissioner and Economic Adviser to the British High Commissioner in India.

He is to take up his appointment in New Delhi in December and will succeed Mr. H. Bailey, C.M.G., who will return to duty with the Board of Trade in London in November at the end of his tour.

Opportunities for British exports in Southern Italy

A report by the First Secretary (Commercial) at Rome on a recent tour of the Southern provinces of the Italian mainland was published on September 16, in the 38th Supplement to the Export Services Bulletin. Copies of the Supplement can be obtained from Export Services Branch, Board of Trade, Room E.11, Hillgate House, 35, Old Bailey, E.C.4. (Tel.: City 5757 Ext. 421), price 2s. each.

The following extracts will be of interest to British exporters:

IN GENERAL, there appears to be little direct importing into Southern Italy. This still seems to be in the hands of agents in the North, notably Milan, dealing through wholesalers in the main centres of the South. It is for consideration, according to the product, whether the southern market can be and is adequately covered from the North. This applies particularly to consumer goods. There may be a case for appointing an agent or sub-agent in Naples or Bari. The latter have many rich merchants, but on the whole, initiative is not a strong point in the deep South.

Agricultural Machinery

There is undoubtedly an expanding market for agricultural machinery. While the small holdings and the nature of agriculture, for example horticulture, do not lend themselves to mechanized farming on the grand scale, the drift from the land and the rising cost of casual labour emphasized the increasing need for mechanical aids. This is receiving much attention by the authorities, who have already established some machine co-operatives and intend to introduce others. Future legislation is likely to provide for amalgamation into larger units. Meanwhile, the more prosperous farmers buy machines on their own account and sometimes hire them out to others. For this they can receive low-interest loans repayable over five years.

The importance of well-organized spare parts and servicing is paramount. Tractors are in demand but Fiat dominate the market because the farmer knows that maintenance presents no problem. Fiat have themselves established sales and service depots in the middle of farming areas. Nevertheless, there is an opening for British tractors, despite their higher cost, because they are robust and, with associated equipment, more flexible. But hard selling is needed and, above all, the farmer must be convinced that quick service and spares are readily available. There should be a good market for small mechanical cultivators operated by a man on foot for use in vineyards and in horticulture generally. Crop sprayers, pumps and equipment for spreading artificial rain from the vital irrigation canals are other possibilities. Mechanical milking equipment is not so far used but, despite the small units, could be of future interest. Dairy cattle are predominantly Dutch Friesian, with some Alpine Brown and the indigenous Marchegiani. There should be possibilities for new strains both for dairy and meat production in co-operation with the experimental farms operated by the various Consorzi. Pigs also offer possibilities, which the French are said to have successfully exploited.

Capital Goods

Industrialization provides diverse opportunities. Machine tools of all kinds are an obvious necessity. Delivery time is an important consideration. As capital investment is usually the result of initiative by interests in the North, or abroad, the question of representation in the South is probably not important. Apart from machine tools, there are many other outlets for equipment of all kinds. Air conditioning plant, measuring and control instruments, fork lift trucks, canteen equipment, office furniture, cleaning and polishing machines, building materials and prefabricated buildings, flooring, are a few examples which readily come to mind. Preference, of course, is likely to be given to Italian manufacturers, but even in the face of domestic competition there are doubtless many British products which could find an outlet on grounds of quality or novelty or price. Further opportunities may be found

(Continued on next page)

in supplying the raw materials which the factories require. The hotel programme presents other possibilities.

The public works and other construction programmes—and this applies to the whole of Italy—raise the question whether there might not be interesting advantages in the formation of pools of constructional equipment, such as earth-moving machines and cranes, on a rental basis.

Investment

The advantages of setting up plants in the South merit careful consideration. Attractive loan terms and the fiscal and other concessions available can effect a very real saving in capital outlay and overhead costs, while at the same time domestic tariff barriers are circumvented and the advantages of being within the EEC are gained. (It should be remembered that exports of capital from Britain require the sanction of the Bank of England.) On the face of it, an appropriate field to explore in this context would appear to be quick frozen foods. There is already a flourishing horticulture and every effort is being made to expand it by switching from less profitable activity such as the cultivation of cereals. A plant adjacent to the rich plains of the Metaponto and Puglia would be well placed to exploit not only the markets of Europe,

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TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom and India

AN AGREEMENT FOR a loan of £4 million to the Government of India from the British Government was signed in New Delhi on October 16 by Mr. P. Govindan Nair on behalf of the Government of India and by Sir Paul Gore-Booth, the British High Commissioner, on behalf of Britain.

This loan is part of the offer made by the British Government at recent meetings of the Aid/India Consortium in Paris and Washington of further aid amounting to £30 million to be committed in 1963/64 as part of their contribution towards the foreign exchange costs of economic development under India's Third Five-Year Plan.

The loan is for a period of 25 years, but repayments of principal will not begin until after the seventh year. In view of India's special circumstances and in accordance with the undertaking given

on rising. There is, in fact, a market for consumer goods of all kinds, durable or otherwise. There is also a market for a wide range of capital goods from heavy machinery to office equipment. What share of this market at present goes to United Kingdom manufacturers and exporters?

The answer is, a much smaller share than they could have with more effort and ingenuity.

This is not true of one commodity. It needs very little effort to sell Scotch whisky for which local demand is almost geometrically progressive. But it is true of pretty well everything else, and British manufacturers have unfortunately acquired a widespread reputation of not being prepared to make the effort that is needed. Although our exports to France have increased considerably in the past year or so – which is a sure sign that more determined efforts are being made – there is still a good deal of leeway to make up.

Four ways to improve exports

A greater and sustained effort is still needed in four different ways: better arrangements to ensure compliance with promised delivery dates, better after-sales service, better understanding of the local market and closer contact with local buyers (actual as well as potential).

The first needs no elaboration. The second does not apply to all commodities but where it does British exporters have a reputation which, by comparison with their competitors, is usually unflattering. Cars are an obvious case in point. This year there has been a very noticeable and satisfactory increase in the number of British cars with local registration plates. It is perhaps even more satisfactory that a well-known United Kingdom car distributing firm has set up a distribution centre on the outskirts of Lyons for the cars of one of the leading British groups. It serves agents and distributors over a wide area of south-eastern France and, when it has really got

modern appearance of the French models, which in addition were less expensive and easier to handle because they had a rather more up-to-date clutch mechanism. This, he added, could easily have been incorporated in the British machine and he had told the manufacturers so; but they had not done anything about it. Grass-cutters are not among our major exports. The example of this one, however, is a practical demonstration of what a good many potential French buyers believe to be the general rule in British industry today; that our manufacturers are still producing goods which, in design and technical characteristics, are several years, or even decades, behind what is now being produced in France. To manufacturers of whom this is true, it is only fair to say that to try to enter the French market, at least as far as Lyons is concerned, would be a waste of time. To those of whom it is not true and who are not already established in it, the first and most immediate task is to demonstrate its untruth.

This need not be a formidable task. In the Lyons district there is much good will towards Great Britain and readiness to buy British goods. In the Consulate-General we receive substantially more inquiries from French firms wishing to import from the United Kingdom than we do from British firms wishing to sell their products here. The fact remains that much of what we produce is simply not known in this part of France, either to importers or the general public. Making it known requires some effort, however, and it is obviously important that exporters should know in what fields the effort can most usefully be made.

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Yorkshire and Lincolnshire Region
Pearl Chambers, East Parade, Leeds, 1. (Tel. Leeds 31761. Code: OLE 2. 31761. Telex No. 55265.)
E. Atherton.

Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. TATe 4355. Telex No. 25991.)
D. A. Wilson, C.B.E.

London and South Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. TATe 4355. Telex No. 25991.)
Barry Kay, C.B.E.

South Western Region
Government Buildings, Burghill Road, Westbury-on-Trym, Bristol. (Tel. Bristol 62-2851. Code: OBR 2. 62-2851. Telex No. 44214.)
M. Weber.

Wales
Government Buildings, Gabalfa, Cardiff. (Tel. Cardiff 62151. Code: OCA 2. 62151. Telex No. 49267.)
R. W. Daniel, C.B.E.

Midland Region
Somerset House, 37 Temple Street, Birmingham, 2. (Tel. Birmingham Midland 8221. Code: 021. MID 8221. Telex No. 33702.)
P. J. L. Homan.

North Western Region
76 Newton Street, Manchester 1 (Tel. Manchester Central 2171. Code: 061. CEN 2171. Telex No. 66104.)
R. J. Forbes, C.B.E.

Scotland
40 George Street, Glasgow. C.1. (Tel. Glasgow Bell 4455. Code: 041. BEL 4455. Telex No. 77583.) District Office: 29a High Street, Inverness (Tel. Inverness 31998. Code OIN 3. 31998.)
C. J. A. Whitehouse, O.B.E.

Northern Ireland
Ministry of Commerce (Northern Ireland), Chichester House, Chichester Street, Belfast. (Tel. Belfast 28271. Code: OBE 2. 28271. Telex No. 74578.)
H. E. Jones, C.B.E.

This list is prepared by Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 463.)

Market Information

for businessmen going abroad

To business travellers abroad economy of time is a vital factor. In important centres in all overseas countries there are British Trade Commissioners or Foreign Service Officers who are ready to assist and save valuable time by advising on local market conditions for all kinds of products in which visitors are interested, by providing information about customs duties and import regulations, by helping to find suitable agents or representatives and in various other ways.

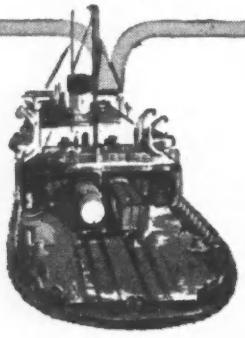
All business men going abroad are urged to make use of these facilities. If they will first consult the Export Services Branch, any Regional Office of the Board of Trade, or the Ministry of Commerce, Northern Ireland, arrangements can be made for the appropriate officers in the countries they intend to visit to be furnished in advance with details of their requirements.

Get in touch with

Export Services Branch, Board of Trade

HILLGATE HOUSE, 35 OLD BAILEY, LONDON E.C.4 TELEPHONE: CITY 5757

ASK YOUR TRANSPORT MANAGER IF YOUR PRECIOUS EUROPEAN EXPORTS SUFFER IN TRANS-SHIPMENT. IF HE SAYS YES, TELL HIM ABOUT **TRAIN FERRIES** AND PROMISE HIM A RISE **WHEN**



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all over France. Usually this is not so. In nine cases out of ten an exporter who wishes to sell his goods in south-eastern France will have to appoint an agent in the area. Lyons is the obvious place and is, in fact, rapidly becoming the main distribution centre of an area a good deal larger than the Lyons consular district. An important point to bear in mind in this connection, particularly where consumer goods are concerned, is that the needs and tastes prevailing in Paris are by no means always the same as those in the provinces. This is certainly so as regards Lyons, which belongs essentially to the southern half of France and where people have different temperaments and habits from those who live in Paris and the northern half of the country.

The principal trade fairs

General stress has been laid in this article on the need to make known to French buyers the products our exporters have to offer them and on the value of personal visits as a means of doing so. Another way of doing it, which should not be regarded as an alternative but as a complementary method of approach, is to make use of one or more of the various trade fairs which are held at regular intervals at different places in the Lyons consular district.

The largest of these is the International Fair of Lyons, which is held in the early spring and which is a general trade fair open to manufacturers of all countries and of a very wide range of goods. This year's *Foire de Lyon* had nearly 600,000 visitors of whom more than 14,000 came from outside France. French exhibitors numbered nearly 3,000 and those from other countries over 550. The 1963 Fair was a decided improvement, from the purely business point of view as well as in its overall presentation, on what it had been for the five years before, and it is expected that next year it will be better still. It is hoped that then there will be a distinct improvement on the exiguous figure of 29, which represents the number of United Kingdom firms which were represented this year. As a means of getting British goods in front of both buyers and the general public it is certainly worth considering.

Some exporting firms may well prefer to participate in a specialized trade fair, of which there are several. In Lyons itself there are the International Toy Fair (*Salon International du Jouet*) in February and International Furnishing Fair ('Meuropam' – i.e. *Marché Européen de l'Ameublement*) in October. Within the framework of the general International Fair of 1963 there were specialized salons, restricted to professional buyers, for ironmongery and hardware, wood-working machinery, and office equipment. Some of them at least will exist next year. Outside Lyons there are three which are of potential interest to British exporters: the Gastronomic Fair at Dijon in November, the International Winter Sports Fair at Grenoble in March, and the International Plastics Fair at Oyonnax in May. British participation in these trade fairs has been consistently meagre and at one or two of them non-existent. It is impossible to escape the conclusion that a lot of useful opportunities are being missed.

Trade fairs, as I have said, should not be regarded as alternatives to personal visits, which are of more value than anything else. I can but end this article on a note of welcome to any British businessman who comes to Lyons. The Commercial Section of the Consulate-General is busy all the time but never too busy to help in whatever way it can – by putting you in touch with local trade organizations and buyers and by giving you such information and advice as you want. The journey from Paris is not unduly long, either by train or by air. Lyons is a fine city by any standards where pleasure can be combined with business.

British commercial representatives overseas—India

MR. E. A. MIDGLEY, M.B.E., lately Counsellor (Commercial) at the British Embassy at The Hague, has been appointed on promotion as Senior British Trade Commissioner and Economic Adviser to the British High Commissioner in India.

He is to take up his appointment in New Delhi in December and will succeed Mr. H. Bailey, C.M.G., who will return to duty with the Board of Trade in London in November at the end of his tour.

Opportunities for British exports in Southern Italy

A report by the First Secretary (Commercial) at Rome on a recent tour of the Southern provinces of the Italian mainland was published on September 16, in the 38th Supplement to the Export Services Bulletin. Copies of the Supplement can be obtained from Export Services Branch, Board of Trade, Room E.11, Hillgate House, 35, Old Bailey, E.C.4. (Tel.: City 5757 Ext. 421), price 2s. each.

The following extracts will be of interest to British exporters:

IN GENERAL, there appears to be little direct importing into Southern Italy. This still seems to be in the hands of agents in the North, notably Milan, dealing through wholesalers in the main centres of the South. It is for consideration, according to the product, whether the southern market can be and is adequately covered from the North. This applies particularly to consumer goods. There may be a case for appointing an agent or sub-agent in Naples or Bari. The latter have many rich merchants, but on the whole, initiative is not a strong point in the deep South.

Agricultural Machinery

There is undoubtedly an expanding market for agricultural machinery. While the small holdings and the nature of agriculture, for example horticulture, do not lend themselves to mechanized farming on the grand scale, the drift from the land and the rising cost of casual labour emphasized the increasing need for mechanical aids. This is receiving much attention by the authorities, who have already established some machine co-operatives and intend to introduce others. Future legislation is likely to provide for amalgamation into larger units. Meanwhile, the more prosperous farmers buy machines on their own account and sometimes hire them out to others. For this they can receive low-interest loans repayable over five years.

The importance of well-organized spare parts and servicing is paramount. Tractors are in demand but Fiat dominate the market because the farmer knows that maintenance presents no problem. Fiat have themselves established sales and service depots in the middle of farming areas. Nevertheless, there is an opening for British tractors, despite their higher cost, because they are robust and, with associated equipment, more flexible. But hard selling is needed and, above all, the farmer must be convinced that quick service and spares are readily available. There should be a good market for small mechanical cultivators operated by a man on foot for use in vineyards and in horticulture generally. Crop sprayers, pumps and equipment for spreading artificial rain from the vital irrigation canals are other possibilities. Mechanical milking equipment is not so far used but, despite the small units, could be of future interest. Dairy cattle are predominantly Dutch Friesian, with some Alpine Brown and the indigenous Marchegiani. There should be possibilities for new strains both for dairy and meat production in co-operation with the experimental farms operated by the various Consorzi. Pigs also offer possibilities, which the French are said to have successfully exploited.

Capital Goods

Industrialization provides diverse opportunities. Machine tools of all kinds are an obvious necessity. Delivery time is an important consideration. As capital investment is usually the result of initiative by interests in the North, or abroad, the question of representation in the South is probably not important. Apart from machine tools, there are many other outlets for equipment of all kinds. Air conditioning plant, measuring and control instruments, fork lift trucks, canteen equipment, office furniture, cleaning and polishing machines, building materials and prefabricated buildings, flooring, are a few examples which readily come to mind. Preference, of course, is likely to be given to Italian manufacturers, but even in the face of domestic competition there are doubtless many British products which could find an outlet on grounds of quality or novelty or price. Further opportunities may be found

(Continued on next page)

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in supplying the raw materials which the factories require. The hotel programme presents other possibilities.

The public works and other construction programmes—and this applies to the whole of Italy—raise the question whether there might not be interesting advantages in the formation of pools of constructional equipment, such as earth-moving machines and cranes, on a rental basis.

Investment

The advantages of setting up plants in the South merit careful consideration. Attractive loan terms and the fiscal and other concessions available can effect a very real saving in capital outlay and overhead costs, while at the same time domestic tariff barriers are circumvented and the advantages of being within the EEC are gained. (It should be remembered that exports of capital from Britain require the sanction of the Bank of England.) On the face of it, an appropriate field to explore in this context would appear to be quick frozen foods. There is already a flourishing horticulture and every effort is being made to expand it by switching from less profitable activity such as the cultivation of cereals. A plant adjacent to the rich plains of the Metaponto and Puglia would be well placed to exploit not only the markets of Europe, including the rapidly developing demand in Italy itself, but also possible markets in the Middle East and Africa. In fact, as the markets in the Mediterranean and Africa develop, the importance of Southern Italy as an industrial and commercial base should assume greater significance. British firms interested in those markets might with advantage consider investing in the South with this also in mind. There may well be opportunities here for joint Anglo-Italian ventures.

The Consumer Market

The market for consumer goods in Italy as a whole today offers perhaps the most rewarding opportunities for British exports. The South is no exception. While the purchasing power is not as great as in the more prosperous North, and tastes are not as yet as sophisticated, the unprecedented incomes have already created a consumer demand which is bound to become increasingly important. The two chain and store groups of Standa and Rinascente/Upim have taken advantage of this situation and have opened stores in the centres of the South which are thronged with shoppers. Food, ready-made clothing, electrical domestic equipment and furnishings offer immediate opportunities.

Quality and novelty are even more important than price, and the innate Italian taste for good design is not lacking. Careful study of local requirements is essential. As tourism, Italy's principal source of vital invisible earnings, spreads into the South with the completion of roads, hotels and other resort facilities now under construction, the market for those catering for the souvenir trade will grow. The long seaboard of beautiful beaches and bays and plentiful small harbours presents a paradise for pleasure boating and aquatic sports. The sports shops in the larger towns are already displaying boats and outboard engines (especially American) and all the ancillary equipment for picknicking, fishing and under-water swimming.

Conclusion

The spadework essential to the economic development of the South has been largely accomplished. Though plenty still remains to be done, an infrastructural framework now exists. The South may now be said to be poised for the next phase, during which the decade of planning and vast investment, of sweat and toil, should start to produce tangible results in steadily expanding production in both agriculture and industry.

The next ten years will show whether this bold and imaginative concept has been economically justified Given stability at home and abroad the gap between the South and the North of Italy may at last be narrowed. In the process a wide field of opportunity for British exports and investment is presented. The Commercial Departments of the British Embassy in Rome and of the British Consulate-General in Naples and the British Chamber of Commerce in Italy, can provide detailed information about the market for exports or investment to which this report attempts to point. They will be delighted to receive inquiries, but in the last resort there remains the indispensable need for a visit by the seller to obtain the feel of the market.

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom and India

AN AGREEMENT FOR a loan of £4 million to the Government of India from the British Government was signed in New Delhi on October 16 by Mr. P. Govindan Nair on behalf of the Government of India and by Sir Paul Gore-Booth, the British High Commissioner, on behalf of Britain.

This loan is part of the offer made by the British Government at recent meetings of the Aid/India Consortium in Paris and Washington of further aid amounting to £30 million to be committed in 1963/64 as part of their contribution towards the foreign exchange costs of economic development under India's Third Five-Year Plan.

The loan is for a period of 25 years, but repayments of principal will not begin until after the seventh year. In view of India's special circumstances and in accordance with the undertaking given by the Secretary of State for Commonwealth Relations in Parliament on July 17, the interest that would otherwise be due during the first seven years of the loan will also be waived.

This loan is to be used to improve the operating efficiency of manufacturers in India who traditionally look to Britain for their supplies and who are experiencing difficulties because of India's tight exchange situation. The need to make funds available for this purpose was emphasized to the British and Indian authorities by Sir Norman Kipping, Director-General of the Federation of British Industries, who visited India earlier this year.

The necessary additional import licences under this loan will be issued by the Chief Controller of Imports, Government of India, who will be responsible for administering the scheme.

Further information may be obtained from Commercial Relations and Export Department, Room 4108, Board of Trade, Horse Guards Avenue, S.W.1. (Trafalgar 8855, Ext. 2310).

Poland and Benelux

A THREE-YEAR trade agreement for the period 1963 to 1965 between Poland and the Economic Union of Benelux was initialled in Warsaw on September 11.

According to the Polish press report, the quota lists annexed to the agreement provide for an increase in trade of about 20 per per cent over the 1962 level (35 million dollars).

Under the agreement, Poland will supply the Benelux countries with finished industrial products, pharmaceutical products, textiles, footwear, glass and porcelain ware, furniture, toys, tools and instruments, chemicals, foundry products, building materials and agricultural products and foodstuffs.

In return the Benelux countries will export to Poland the usual main traditional raw materials and investment equipment. The quotas for pedigree livestock, chemical and synthetic products, flax, wool, wool combings and wool wastes, fatty acids, pharmaceutical products, and edible gelatine have been increased.

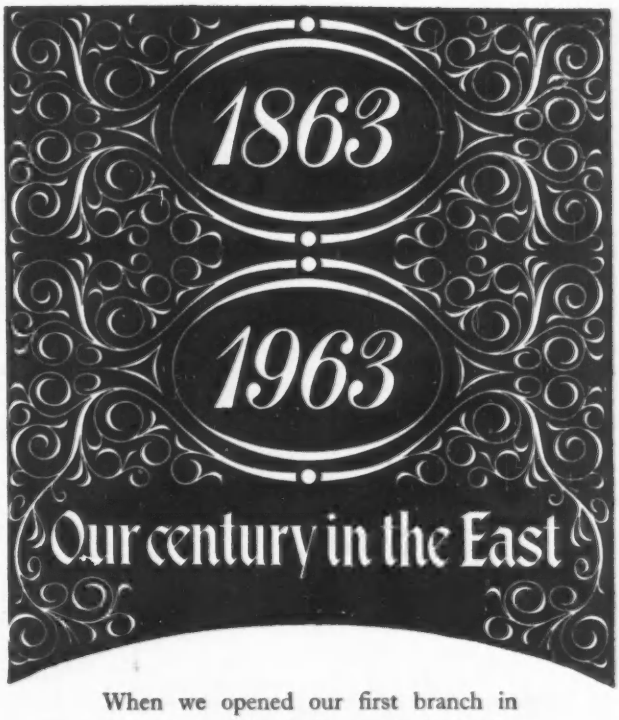
All inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, London, S.W.1 (Tel. Trafalgar 8855, Ext. 7618), quoting reference CRE 8736/G.

Pakistan and Albania

A TRADE AGREEMENT was signed between Pakistan and Albania on September 20, providing most-favoured-nation treatment.

British commercial representative in Southern Rhodesia

MR. G. MILES, who was formerly an Assistant British Trade Commissioner at Ottawa, has been appointed British Trade Commissioner at Salisbury and will take up his appointment in November. He will succeed Mr. D. G. S. Browne who will be returning to Britain for duty with the Board of Trade at the end of his tour.



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Information for United Kingdom exporters

Brief details are given below of overseas inquiries for United Kingdom products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published three times a week, with a weekly Supplement, is available to United Kingdom manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room E.11, Hillgate House, 35 Old Bailey, London, E.C.4 (City 5757, Ext. 433), (Telex 25977). Copies of particular Bulletins containing further details of the items referred to below can be obtained from the same address on remittance of cash with order of the sum of 2s. per copy.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Inquiries by telephone: City 5757, Ext. 406 and 404). Reference numbers should always be quoted. The date given is the closing date for tendering. It refers to the current year unless otherwise indicated.

Tender documents are available for loan in those cases marked with an asterisk.*

ARGENTINA

Direccion Nacional de Vialidad :
Asphalt Pavement – Finishers. November 18. Tender documents (in Spanish) available. E.S.B. 31771/63.*
Vibrating Screens. November 15. Tender documents (in Spanish) available. E.S.B. 31770/63.*
Motor Rollers. November 19. Tender documents (in Spanish) available. E.S.B. 31772/63.*
Pneumatic Hammers and Spares. November 13. Tender documents (in Spanish) available. E.S.B. 31768/63.*
Pile-Driver Units. November 12. Tender documents (in Spanish) available. E.S.B. 31767/63.*
Vibrator-Roller Units and Spares. November 14. Tender documents (in Spanish) available. E.S.B. 31769/63.*

AUSTRALIA

Steel Poles for State Electricity Commission of Queensland. October 30. E.S.B. 31702/63*.
Steel Railway Couches for Commonwealth Railways. (Advance Information.) E.S.B. 32209/63.
Valve Parts and Air Connectors for Postmaster-General's Department, Melbourne. (Further Information.) E.S.B. 30246/63*.
Power Station Construction for Commonwealth Department of Works. Closing date not known. (Advance Information.) E.S.B. 31443/63.
Railway Brake Blocks for Department of Railways, N.S.W. November 20. E.S.B. 31461/63.
Electricity Commission of New South Wales :
Transformers. November 26. E.S.B. 31764/63.*
Power Supply Equipment. November 11. E.S.B. 31763/63*.
Power Station Equipment. December 2. E.S.B. 31790/63*

BAHAMAS

Harbour Improvements : Sewage Installations for Maritime Board. (Advance Information.) E.S.B. 31436/63.

BURMA

Mild Steel Bars for National Housing and Town and Country Development Board. November 4. E.S.B. 31766/63/DLF.
Bicycles for Inspector General of Police. (Further Information.) Tender documents now available. E.S.B. 29959/63/D.L.F.*
Wood Treatment Plant for Electricity Supply Board. November 20. E.S.B. 31264/63*.
Zinc for Industrial Development Corporation. October 30. E.S.B. 31783/63*.
Ministry of Defence :
M.S. and Aluminium Sheets. October 31. E.S.B. 31419/63*.
Military Clothing and Equipment. November 22. E.S.B. 31418/63*.
Civil Stores Committee :
Pipe Fittings. November 13. E.S.B. 31008/63.*
Prime Movers. November 5. E.S.B. 31232/63*.
Battery Charging Sets. November 4. E.S.B. 31235/63.*
Threshers. November 4. E.S.B. 31237/63*.
Bailey Bridges. October 31. E.S.B. 31716/63.*
Concrete Vibrator. October 31. E.S.B. 31717/63.*
Fire Bricks and Clay. October 31. E.S.B. 31718/63.*
Laboratory Equipment. October 31. E.S.B. 31720/63.*
Outboard Motor. October 31. E.S.B. 31719/63.*
Hand Tools. October 28. E.S.B. 31280/63.*
Coal Tar. October 28. E.S.B. 31278/63.*
Saws. October 28. E.S.B. 31441/63.*
Staple Fibres. November 8. E.S.B. 31762/63.*
Paint. November 4. E.S.B. 31471/63.*
Paint. November 4. E.S.B. 31473/63.*
Machine Tools : Spraying Compressor. October 28. E.S.B. 31245/63.*
Abrasives; Paper. October 28. E.S.B. 31277/63.*
Paint. November 4. E.S.B. 31472/63.*
Paint. November 4. E.S.B. 31469/63.*
Paint. November 4. E.S.B. 31470/63.*
Paint. November 4. E.S.B. 31781/63.*
Paint. November 4. E.S.B. 31782/63.*
Paint. November 4. E.S.B. 31784/63.*
M.S. Angle. October 30. E.S.B. 31279/63.*
Fire Fighting Equipment. October 28. E.S.B. 31281/63.*
Lifting Tackle. October 28. E.S.B. 31282/63.*
Fire Extinguishers. October 28. E.S.B. 31440/63.*
Tools : Workshop Equipment. October 28. E.S.B. 31442/63.*

CANADA

Circuit Breakers for Manitoba Hydro, Winnipeg. November 4. E.S.B. 31761/63.*

CEYLON

Galvanised Steel Sheets for Government Stores Department. (Further Information.) Tender documents now available. E.S.B. 29675/63*.
Adhesive Plaster; Pharmaceuticals for Ministry of Health and Housing. December 24. E.S.B. 31068/63.*
Building Materials for Ceylon Steel Corporation. October 30. E.S.B. 30288/63.*
Crane and Handling Equipment for Ministry of Land, Irrigation and Power. November 26. E.S.B. 32288/63.*
Mobile Air Compressors for Port Commissioner, Colombo. November 27. E.S.B. 32244/63.*
Mild Steel Plates for Ministry of Finance. (Further Information.) Tender documents now available. E.S.B. 29674/63.*

CHILE

Radio-Telegraphy Equipment for Corporacion de Fomento de la Producccion. November 26. Tender documents in Spanish now available. E.S.B. 31466/63.*

COLOMBIA

Linotype; Laboratories Equipment; Physiotherapy Apparatus; Topographical Equipment; Mechanical Workshop Tools; Carpentry Equipment for Government of the Department of Santander. October 28. E.S.B. 31474/63.
Construction of Distillery for Industrial Zicorera del Magdalena. (Further Information.) E.S.B. 7378/63.
Water Treatment Plant for Planta Colombiana de Soda. November 15. E.S.B. 31468/63.*

CYPRUS

Sub-Station Equipment for the Electricity Authority of Cyprus. December 21. E.S.B. 32259/63.*
Steel Bars for Ministry of Finance. November 2. E.S.B. 31071/63.*

ECUADOR

Taximeters for Intendencia General de Policia de Pichincha. October 30. E.S.B. 31757/63.

EGYPT

Steam Boilers and Accessories for Cairo Electricity and Gas Administration. (Further Information.) Closing date postponed to December 4. E.S.B. 29934/63.
Mining and Associated Equipment ; Distillation Plant for General Organisation for Executing the Five Year Industrial Plan. (Further Information.) Closing date postponed to November 5. E.S.B. 27537/63.*
Egyptian Railways :
Hand Tools. November 5. E.S.B. 31464/63.
Pig Iron. November 4. E.S.B. 31463/63.
Rail Benders. November 20. E.S.B. 31465/63.
Valves for Alutrasonic Apparatus. November 2. E.S.B. 31462/63.

ETHIOPIA

Electric Meters for Ethiopian Electric Light and Power Authority. November 20. E.S.B. 31065/63.*
Steel Filing Cabinets for the Municipality of Addis Ababa. November 11. E.S.B. 32243/63.*

FORMOSA

Plastic Working Machinery for China Development Corporation. November 3. E.S.B. 32256/63/D.L.F.
Central Trust of China :
Flow Meters. October 29. E.S.B. 32267/63.*.
Pressure Instruments. October 30. E.S.B. 32261/63.*
Skimmed Milk Powder. October 31. E.S.B. 32237/63.*
7-K Master Clock Unit. October 29. E.S.B. 32242/63.*
Steel Plate. October 29. E.S.B. 32262/63.*
Electrical Equipment. October 28. E.S.B. 31735/63.*
Laboratory Equipment. October 28. E.S.B. 31427/63.*
Chemicals. (Further Information.) Re-issue of Tender for items 3 and 4 only. Closing date now October 28. E.S.B. 22859/63.*
Louveriol Power Drive. October 30. E.S.B. 32240/63.*

FRANCE

Toilet Paper and Paper Hand Towels for Headquarters Allied Forces Central Europe. November 4. E.S.B. 32227/63.*

GREECE

Gauze for Bandages for Institute of Social Insurance. November 13. E.S.B. 31284/63.*
Ministry of Trade :
Forestry Research Apparatus. October 31. E.S.B. 31785/63.*
Antenna Multicoupler. October 31. E.S.B. 31449/63.*
Hellenic State Railways :
Garage Equipment. November 8. E.S.B. 31447/63.*
Machine Tools. November 5. E.S.B. 31286/63.*
Permanent Way Equipment. November 1. E.S.B. 31446/63.*
Agricultural Bank of Greece :
Gasolene Engines. November 12. E.S.B. 31786/63.*
Apiary Supplies. November 7. E.S.B. 31448/63.*

(*Continued on page* 879)

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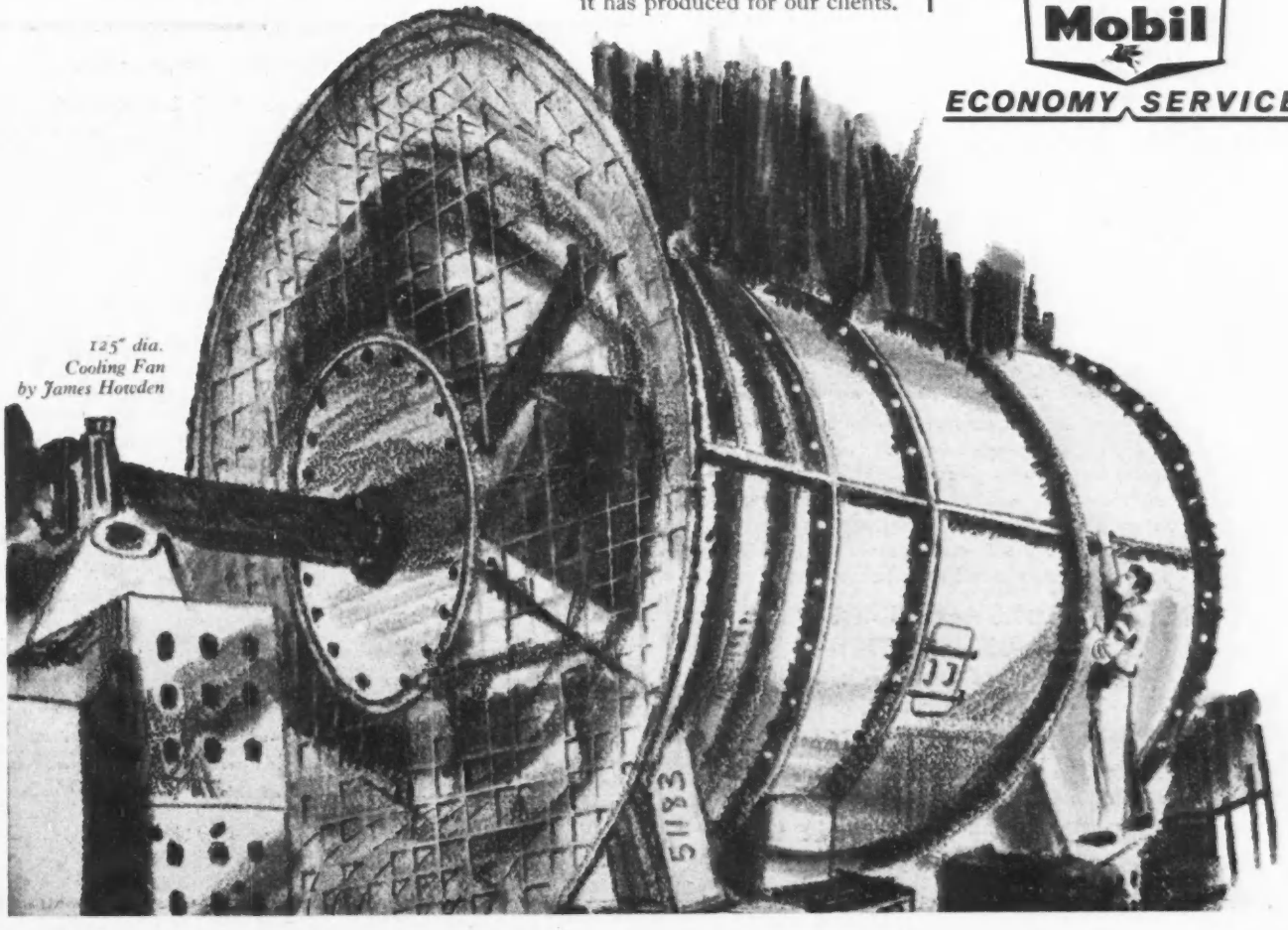
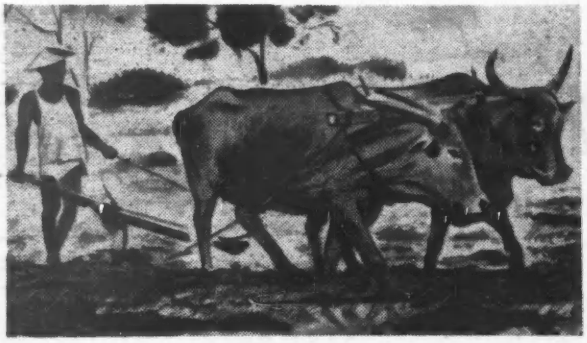
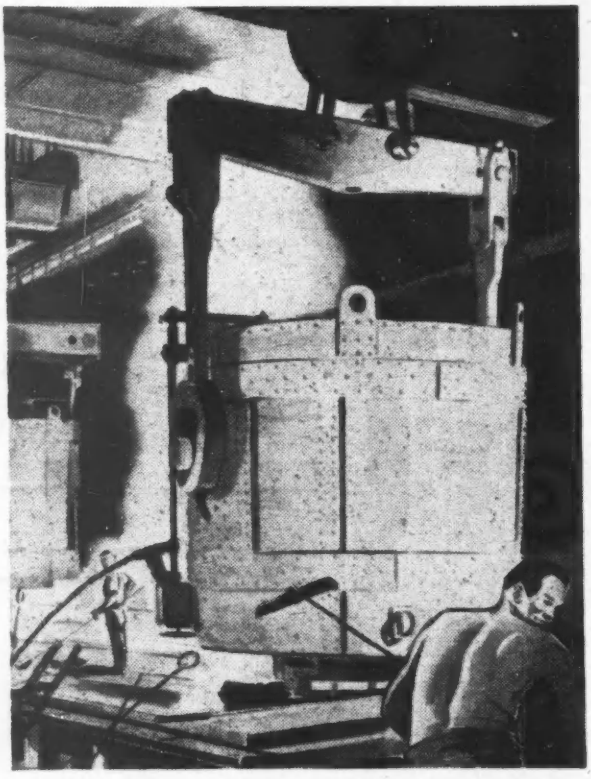


125" dia. Cooling Fan by James Howden



DEVELOPMENTS IN THE EAST



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Mr. Henry A. Wright, vice-president, H. A. Wright Manufacturing Co. Ltd., Hamilton (right) welcomed to Ontario House by Mr. Daniel Kinnaird, Trade and Industrial Counsellor. Mr. Wright, a member of the recent Ontario Sales Mission to the United Kingdom, sponsored by the Department of Economics and Development, is negotiating to sell his firm's prefabricated vents and chimneys for all fuels in Britain before expanding to European markets later.

CUSTOMS NOTICES OF INTEREST TO EXPORTERS

THE following Public Notices issued by H.M. Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory, and to whom all inquiries should be addressed, or from the Secretary, H.M. Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

GENERAL

Notice No.	
49	Temporary importations: International Co-operation.
77E	Purchase Tax – Exports.
106	Temporary exportation of samples by British commercial travellers.
113	Scale of charges for the special attendance of an Officer of Customs and Excise given at the request of a merchant or trader.
118	Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs Duty and/or Purchase Tax.
206	Relief from Customs Duty and Purchase Tax for goods temporarily imported for process or repair and subsequent re-exportation.
207	Reimported goods: relief from Customs Duty and Purchase Tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
215	Relief from Customs Duty and Purchase Tax on importations of goods intended for export which are not otherwise eligible for relief.
427	Declaration of value on Customs export documents.
S.N.6	Notice to Passengers (Exchange Control and Export Licensing).
	*Notice to Exporters – Exchange Control (issued by H.M. Treasury).
	*Also obtainable from any bank.

DRAWBACK

7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
131	Sugar Act, 1956. Composite goods containing sugar or molasses. Procedure following a change in rate of surcharge, etc., under the Act.
171	Drawback on hydrocarbon oil used in the United Kingdom in the manufacture of goods not containing hydrocarbon oil.
172	Drawback on hydrocarbon oils.
218	Drawback on certain imported goods exported without change of state.
219	Drawback on certain exported goods manufactured from imported materials on which duty has been paid.
220	Drawback on silk and man-made fibres.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer as an alternative to examination on the quay.
278	Drawback on tea, sugar, invert sugar, liquid glucose, cocoa, cocoa butter, coffee and composite goods, chargeable with duty under The Import Duties Act, 1958.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Authorization of signatories to drawback claims.
S.B.1 (Revised), S.B.2, S.B.3, S.B.4	Sugar Act, 1956. Distribution Repayments (issued by the Sugar Board).

GUATEMALA

Television Transmission Equipment for Departamento de Bienes Nacionales. (Further Information.) Closing date postponed to November 4. E.S.B. 29954/63.*

HONG KONG

Tyres and Tubes for Colonial Secretariat. November 1. E.S.B. 31487/63.*

INDIA

Transformers for Neyveli Lignite Corporation. November 7. E.S.B. 31407/63.*
Lightning Arresters for Bihar State Electricity Board. November 4. E.S.B. 31497/63.
Pumping Sets for Singareni Collieries Co. Ltd. (Further Information.) October 31. E.S.B. 25472/63.*
Film Drying Equipment for Hindustan Photo Film Manufacturing Co. Ltd. November 5. E.S.B. 32293/63.*
Construction of Thermal Station for U.P. State Electricity Board. Closing date not known. E.S.B. 32302/63.
Conductors and Accessories for Punjab State Electricity Board. November 12. E.S.B. 31458/63.
Sub-Station Equipment for Rajasthan State Electricity Board. October 30. E.S.B. 31460/63.
Electrical Equipment for National Coal Development Corporation. November 22. E.S.B. 31705/63.*
Electric Traction Equipment for Railway Electrification. January 7, 1964. E.S.B. 31715/63.
Atomic Energy Establishment, Trombay :
Rotary Mechanical Pump. (Further Information.) Tender documents now available. E.S.B. 30687/63.*
Rotary High Vacuum Pumps. (Further Information.) Tender documents now available. E.S.B. 30686/63.*
Electro-Riveter. (Further Information.) Tender documents now available. E.S.B. 30685/63.*
Silicon Rectifiers. (Further Information.) Tender documents now available. E.S.B. 31058/63.*
Nibbling and Shearing Machine. November 5. E.S.B. 31495/63.
Lathes. November 4. E.S.B. 31494/63.
Deep Freeze Cabinet. October 31. E.S.B. 31493/63.
Department of Supplies and Disposals :
Motorised Sprayer Dusters. October 31. E.S.B. 32284/63.*
Diamond Bits and Reaming Shells. November 12. E.S.B. 32283/63.*
Ropeway and Components. October 31. E.S.B. 32287/63.*
Cable – P.V.C. November 5. E.S.B. 32286/63.*
Underground Signalling Cable. November 7. E.S.B. 32285/63.*
Drilling Equipment. November 20. E.S.B. 32289/63.*
Procurement Circle, Talwara Township :
Cranes. December 30. E.S.B. 32279/63.*
Air Compressors. November 12. E.S.B. 32280/63.
Semi-Trailers. December 30. E.S.B. 32282/63.*
Tractors and Trailers. December 23. E.S.B. 32278/63.*
Mobile Cranes. December 16. E.S.B. 32277/63.*
Welding Accessories. October 31. E.S.B. 32281/63.

IRAN

Musical Instruments for Iranian Army. December 1. E.S.B. 31267/63.*
Pumps; Pipes and Fittings; Wash Hand Basins and Closets for Iranian State Railways. (Further Information.) Closing date December 23. E.S.B. 25286/63.*
Steel Rails and Slippes for Omour Bahra Bar Dari Kakhanchai Sazeman Barnameh. November 25. E.S.B. 31086/63.*
The Iran Factories Company :
Glass and Glass Tubes. November 5. E.S.B. 31496/63.*
Carbon. November 17. E.S.B. 31293/63.*

IRAQ

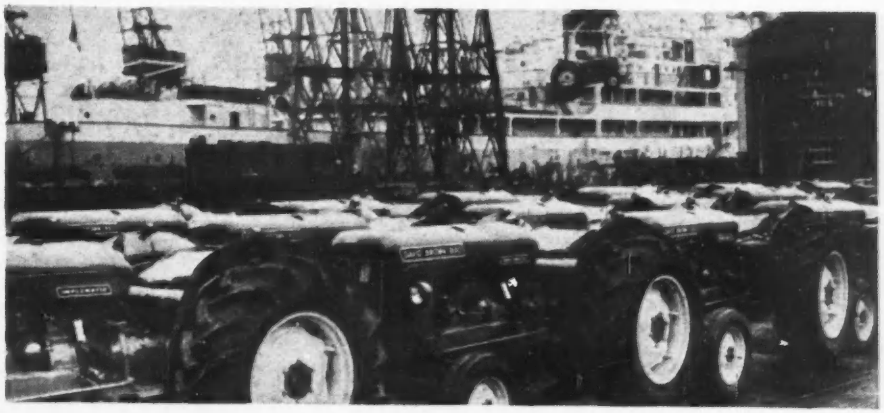
Steel Tyres for Iraqi Republican Railways. (Further Information.) Tender documents now available. E.S.B. 30254/63.*
H.F. Transmitter for Ministry of Communications. December 22. E.S.B. 31755/63.
Construction of Dowra Power Station for Ministry of Industry. December 31. E.S.B. 31748/63.*
Ministry of Defence :
Laboratory Materials. (Further Information.) Tender documents now available. E.S.B. 31038/63.*
Spare Parts for Radio Set. November 3. E.S.B. 31751/63.
Iraqi Ports Administration :
Measuring Instruments. (Further Information.) Tender documents now available. E.S.B. 31034/63.*
Cleaning Brushes. November 3. E.S.B. 31750/63.
Copper Wire. November 3. E.S.B. 31749/63.

IRISH REPUBLIC

Steel Formwork for Office of Public Works. October 29. E.S.B. 32233/63.

ITALY

Metal Lockers for Headquarters Allied Forces Southern Europe. November 15. E.S.B. 32257/63.*



David Brown 990 Implematic tractors being loaded on to the Egyptian ship 'Star of Assuan' at the British Railways dock at Middlesbrough. These tractors are the first consignment of an order for 300 machines, all of which will be shipped to Egypt by the end of the year.

JORDAN

Air Conditioning Plant for Ministry of Public Works. November 13. E.S.B. 31721/63.*

KENYA

Structural Steel Sections for East African Railways and Harbour Administration. Closing date not known. E.S.B. 31583/63.

KOREA

Crane Attachments; Wagondrills; 50-ton Roller; Junction Autoformer; Tractor and Spares; Laboratory Equipment for Office of Supply. October 31. E.S.B. 32276/63.*

KUWAIT

Copper Tubes and Fittings for Ministry of Electricity and Water. November 3. E.S.B. 31273/63.*
Printing Machines and Appliances; Paper for Ministry of Guidance and Information. (Further Information.) Tender documents now available. E.S.B. 28776/63.*
Construction of Hotel for Kuwait Hotels Company. October 29. E.S.B. 33813/62.
Ministry of Finance and Industry :
Ammonium Sulphate Unit. Closing date for registration November 6. E.S.B. 32270/63.
Urea Unit. Closing date for registration November 6. E.S.B. 32271/63.

NETHERLANDS

Construction Projects for Directorate General of Waterways. November 5. E.S.B. 32263/63.

NEW ZEALAND

Dredging Equipment for Gisborne Harbour Board. February 3, 1964. E.S.B. 32220/63.*
Switchgear for Wellington City Council. October 31. E.S.B. 31475/63.
Cloth, Cotton/Polyester Fibre for Ministry of Works. November 15. E.S.B. 32235/63.*
G.I. Pipes for Christchurch City Council. October 30. E.S.B. 31792/63.*
Railway Wagons for New Zealand Railways. (Further Information.) Tender documents now available. E.S.B. 30297/63.*
General Post Office :
Switchboard Lamps. November 20. E.S.B. 32210/63.*
Portable Two-Way Radio Sets. November 8. E.S.B. 31292/63.*
Transmitter Receivers. November 27. E.S.B. 32236/63.*

NORWAY

NATO INFRASTRUCTURE CONTRACT. Building Works and Utilities for an Office Building for the Norwegian Authorities. Apply by November 7. G.D. 92/62 (66).

PAKISTAN

G.I. Steel Pipe for Investment, Promotion and Supplies Directorate Karachi. November 7. E.S.B. 31409/63.
Power Drilling Rigs for Directorate of Industries. October 29. E.S.B. 32291/63.
Bus for Karachi Port Trust. October 31. E.S.B. 31791/63.
Boiler and Flue Tubes for Pakistan Western Railway. October 30. E.S.B. 31476/63.*
Pakistan Eastern Railway :
Fire Clay. October 30. E.S.B. 31481/63.*
Paint. October 29. Tender documents (not including specification) available. E.S.B. 31477/63.*
Directorate of Supply :
Surveying Instruments. October 31. E.S.B. 31707/63.*
Arc Lamp. October 29. E.S.B. 31711/63.*
Telegraph and Telephone Directorate :
Battery Eliminators. November 5. E.S.B. 31414/63.*
Air-Conditioning Equipment. November 11. E.S.B. 31489/63.
Air-Conditioning Equipment. (Further Information.) Tender documents now available. E.S.B. 30935/63.*

PORTUGUESE EAST AFRICA

Ports, Railways and Transport Department :
Electrical Materials. November 4. E.S.B. 31299/63.
Screws, Rivets and Nuts. November 4. E.S.B. 31300/63.
Various Materials. October 28. E.S.B. 31401/63.

PORTUGUESE WEST AFRICA

Diesel Alternator Groups for Electrification Board, Luanda. October 28. E.S.B. 31800/63.

RHODESIA AND NYASALAND

Hand Tools for Federal Tender Board, Salisbury. November 8. E.S.B. 31736/63.*

SAUDI ARABIA

Tools for Ministry of Education. Closing date not known. E.S.B. 31742/63.
Refrigerators (Gas) for Ministry of Finance. October 30. E.S.B. 31741/63.

SINGAPORE

Singapore Polytechnic :
Heat Engine Laboratory Equipment. November 5. E.S.B. 32229/63.
Laboratory Equipment. October 31. E.S.B. 31744/63.*
Laboratory Equipment. October 31. E.S.B. 31745/63.*
Laboratory Equipment. October 31. E.S.B. 31746/63.*
Public Utilities Board :
Aerial Suspension Cable. November 5. E.S.B. 32273/63.
Gas Meters. November 5. E.S.B. 32228/63.
Batteries. October 29. E.S.B. 31726/63.
Water Meters. November 5. E.S.B. 31734/63*.

SOUTH AFRICA

Laboratory Equipment for South West Africa Administration. November 5. E.S.B. 31795/63.*
South African Railways :
Machine Tools. November 8. E.S.B. 32207/63.*
Mechanical Signalling Equipment. November 8. E.S.B. 32208/63.*
Grain Elevators. (Further Information.) Closing date postponed to November 8. E.S.B. 25385/63.
Cape Provincial Administration:
Mechanical Horse. November 8. E.S.B. 32214/63.*
Bitumen Distributors. November 8. E.S.B. 32212/63.*
Mechanical Plant Transporters. November 8. E.S.B. 32213/63.*

Continued on page 881

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Motor Sprinkler Trucks. November 8. E.S.B. 32215/63.*
Agricultural Implements. November 12. E.S.B. 31778/63.*
Kitchenware; Glassware; Crockery. November 8. E.S.B. 31777/63.*
Transvaal Provincial Tender Board :
Surgical Instruments. November 1. E.S.B. 32234/63.*
Hospital Equipment. November 4. E.S.B. 31434/63.*
The South African Broadcasting Corporation :
Combiner Unit. November 17. E.S.B. 31798/63.
Transmitting Equipment. November 17. E.S.B. 31797/63.
Artificial Aerial Sets. November 17. E.S.B. 31796/63.
State Tender Board :
Garage Machines. October 29. E.S.B. 31456/63.*
Refuellers for Aircraft. November 8. E.S.B. 32230/63.*
Geophysical and Hydrological Equipment. October 31. E.S.B. 31453/63.*
Cement Storage Mixing and Weighing Installation. November 7. E.S.B. 31454/63.*
Canvas, Flax. November 5. E.S.B. 31450/63.*
Crawler Tractors. October 31. E.S.B. 31452/63.*

SOUTH VIETNAM

Copper Foundry Apparatus for Vietnamese Alloys Society. November 30. E.S.B. 31753/63.*

SPAIN

Buoys for Junta de Obras y Servicios del Puerto de Bilbao. November 30. E.S.B. 31794/63.

SUDAN

Flour for Sudan Railways. November 12. E.S.B. 32224/63.
Workshop Machinery for Ministry of Works. November 15. E.S.B. 32225/63.*
Timber Poles for Department of Posts and Telegraphs. November 25. F.S.B. 32223/63.*
Sudan Gezira Board :
Cable. November 10. E.S.B. 31261/63.*
Welding Set. October 30. E.S.B. 31262/63.*
Department of Stores and Equipment :
Stationery. October 31. E.S.B. 31257/63.
Linen Thread. November 4. E.S.B. 31258/63.
Waterproof Capes; Puttees. November 4. E.S.B. 31259/63.
Wooden Rulers. October 31. E.S.B. 31260/63.

SYRIA

Bus Chassis for Electricity and Transport Directorate. November 5. E.S.B. 31101/63.

TANGANYIKA

Cotton Wool for Central Medical Stores. November 8. E.S.B. 31274/63.*
Construction of a Dam for Government of Tanganyika. Closing date not known. E.S.B. 31743/63.

THAILAND

Pharmaceuticals for Pharmaceutical Service. October 30. E.S.B. 31459/63.
Aluminium Alloy Sheets for Directorate of Air Engineering. November 19. E.S.B. 32226/63.
State Railways of Thailand :
Bogies (Further information.) Tender documents now available. E.S.B. 30235/63.*
Mild Steel Channel. November 4. E.S.B. 32218/63.
Nails. October 30. E.S.B. 32217/63.
Welding Sets. November 25. E.S.B. 32219/63.*
Lighting Equipment. November 4. E.S.B. 32216/63.

TUNISIA

Groupement des Importateurs d'Engrais:
Fertilizers. November 15. Tender documents (in French) available. E.S.B. 31408/63.*
Chemical Fertilizers. November 15. Tender documents (in French) available. E.S.B. 32231/63.*

TURKEY

Cranes for State Railways Administration. November 4. Tender documents (in Turkish) available. E.S.B. 31444/63.*
Wire Rope Shears for State Hydraulic Works. October 31. E.S.B. 32250/63.*

UNITED STATES OF AMERICA

Fixed-Wheel Gate for Bureau of Reclamation. October 31. E.S.B. 32221/63.*
Generators for United States Army Corps of Engineers. December 3. E.S.B. 31752/63.*

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below are contained in recent issues of the Export Service Bulletin, or Supplement, copies of which can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4; (inquiries by telephone: City 5757, Ext. 427), on remittance of cash with order of the sum of 2s. per copy. The reference number should be quoted in all inquiries.

Afghanistan
Economic report, May-August, 1963. (C.R.E. 10366/60).

Australia
Agency inquiry for asbestos vinyl tiles; P.V.C. floor covering; mosaic tiles. (E.S.B. 31865/63.)
Agency inquiry for medical textbooks; surgical instruments and supplies. (E.S.B. 30010/63.)
Agency inquiry for pharmaceuticals; plastics goods; toiletries; toys. (E.S.B. 31808/63.)
Agency inquiry for chinaware; cutlery; giftware; glassware; hardware; builders' and domestic toys. (E.S.B. 31590/63.)
Inquiry for water treatment equipment. (E.S.B. 27612/63.)
Market report on musical instruments. (E.S.B. 26695/63.)
Public works. (E.S.B. 6431/5/63.)
Reference to the Special Advisory Authority – canned fish. (C.R.E. 10493/63.)

Bahrain
Agency inquiry for foodstuffs; detergents; soap powder. (E.S.B. 31363/63.)
Market report on paints and varnishes. (E.S.B. 27653/63.)

Belgium
Agency inquiry for gin. (E.S.B. 32012/63.)
Market report on men's ready-to-wear clothing. (E.S.B. 24295/63.)

Bulgaria
Foreign Trade Organization. (C.R.E. 12642/56.)

Canada
Agency inquiry for applicators for adhesives. (E.S.B. 20884/63.)
Agency inquiry for air blowers. (E.S.B. 30857/63.)
Agency inquiry for automatic control equipment. (E.S.B. 30815/63.)
Inquiry for glass and glass crystal. (E.S.B. 30858/63.)
Manufacture under licence – engineering products. (E.S.B. 31853/63.)
Federal Government Contracts. (E.S.B. 13181/63.)

Ceylon
Inquiry for deep freezing machine; bottle coolers; beauty salon equipment; electric cleaning appliances; infra-red grills. (E.S.B. 27170/63.)
Inquiry for machinery for manufacturing envelopes. (E.S.B. 31697/63.)
Inquiry for machinery for manufacturing vehicle spares. (E.S.B. 31696/63.)

Chile
Agency inquiry for washers. (E.S.B. 31862/63.)

Colombia
Agency inquiry for railway equipment; sugar machinery. (E.S.B. 29841/63.)

Costa Rica
Inquiry for chemicals. (E.S.B. 25791/63.)

Denmark
Agency inquiry for electrical household appliances; air conditioning equipment; machinery for the food industry. (E.S.B. 31172/63.)
Inquiry for printed circuits; signs. (E.S.B. 31529/63.)
Economic report, August, 1963. (C.R.E. 2744/63.)

Ecuador
Inquiry for labelling machine. (E.S.B. 31357/63.)

Finland
Agency inquiry for materials for the paper industry. (E.S.B. 31382/62.)

France
Agency inquiry for agricultural machinery. (E.S.B. 30829/63.)
Agency inquiry for ball bearings. (E.S.B. 31365/63.)
Agency inquiry for electrical appliances, industrial. (E.S.B. 31679/63.)
Agency inquiry for food machinery and equipment. (E.S.B. 30875/63.)

Germany (Federal Republic of)
Agency inquiry for steel tubes. (E.S.B. 31569/63.)
Import of raw hides, etc. (C.R.E. 158/62.)
Import of tinned meats. (C.R.S. 158/62.)
Economic report, April-June, 1963. (C.R.E. 11226/63.)
Economic report, September 30-October 6, 1963. (C.R.E. 1479/G.)
British Week Dusseldorf – May 23-31, 1964. (E.S.B. 25770/63.)

Hong Kong
Market report on drugs and pharmaceuticals. (E.S.B. 26820/63.)

Iraq
Inquiry for gas cookers; bicycles; sewing machines; lawn mowers. (E.S.B. 30828/63.)

Israel
Agency inquiry for ironing machines. (E.S.B. 31351/63.)
Agency inquiry for textiles. (E.S.B. 31010/63.)
Agency inquiry for slide fasteners. (E.S.B. 31353/63.)
Agency inquiry for electric hand tools; magnetic lifting and detecting equipment. (E.S.B. 31943/63.)

Italy
Agency inquiry for alternators. (E.S.B. 31389/63.)
Industrial notes. (E.S.B. 15233/63.)

Japan
Agency inquiry for automatic door equipment; builders' hardware. (E.S.B. 31364/63.)

Kenya
Agency inquiry for piece goods. (E.S.B. 31893/63.)

Kuwait
Inquiry for electrical appliances; household appliances; gas ranges; water filters; photo-copying machines. (E.S.B. 26314/63.)
Inquiry for cinema equipment. (E.S.B. 31838/63.)

Muscat and Oman (Sultanate of)
Market report on motor vehicles and spare parts. (E.S.B. 27934/63.)

Netherlands
Agency inquiry for conveyor systems. (E.S.B. 31394/63.)
Inquiry for iron and steel; tinplate; galvanized plates. (E.S.B. 30820/63.)

North America
Visits of Department Store Buyers. (E.S.B. 9038/63.)

Pakistan
Inquiry for paper for printing maps. (E.S.B. 31165/63.)
Economic report, April-June, 1963. (C.R.E. 8620/G.)

Philippines
Economic report – August, 1963. (C.R.E. 1323/63.)

Saudi Arabia
Inquiry for road construction machinery and equipment (E.S.B. 25311/63.)

Singapore
Agency inquiry for building materials. (E.S.B. 30879/63.)
Agency inquiry for electronic equipment; electrical household equipment (E.S.B. 31561/63.)

South Africa
Agency inquiry for textiles. (E.S.B. 31968/63.)

South Vietnam
Inquiry for biscuits, sweets. (E.S.B. 31669/63.)

Spain
Inquiry for steel. (E.S.B. 31542/63.)
Economic report, August, 1963. (C.R.E. 2450/63.)

Switzerland
Agency inquiry for furniture; leather goods; ornamental household goods. (E.S.B. 30409/63.)
Agency inquiry for motor car accessories. (E.S.B. 31621/63.)
Agency inquiry for ornamental brassware. (E.S.B. 31567/63.)
Manufacture under licence – sewage disposal machinery. (E.S.B. 29206/63.)
Market report on automatic vending machines. (E.S.B. 28506/63.)

Sweden
Agency inquiry for textiles. (E.S.B. 31594/63.)

Turkey
Manufacture under licence – air-conditioning plant; refrigeration plant. (E.S.B. 31608/63.)

Turkey/Eastern Germany
Trade Agreement. (C.R.E. 457/55.)

United States of America
Agency inquiry for fish and meat spreads. (E.S.B. 25251/63.)
Inquiry for pumps. (E.S.B. 31944/63.)
Inquiry for foodstuffs – further information. (E.S.B. 21169/63.)

Venezuela
Agency inquiry for record players. (E.S.B. 31965/63.)

Recent export orders

United Kingdom firms are invited to send in brief details of new export orders or contracts for publication on this page.

Printer slotter for South Africa

Two Simon-Hooper printer slotters have been ordered from Henry Simon Ltd., Stockport, by Keartland Press (Pty.) Ltd., of Johannesburg. The machines, worth £50,000, are to be installed in the press's new corrugating plant.

Water treatment plant for Spain

Head Wrightson Processes, a member of the Head Wrightson Group, London, have received an order to supply a complete water treatment plant incorporating clarification, filtration, de-aeration and ion-exchange units for a fertilizer works near Malaga. This equipment is worth about £36,000.

Switchgear for Trinidad

Metal Industries Ltd., London, have secured a £30,000 contract for auxiliary switchgear for the Port of Spain 'B' power station. The order, placed by Trinidad and Tobago Electrical Contractors Ltd., will be carried out by Brookhirst Igranic, MI's biggest subsidiary, and will incorporate equipment by two other MI companies, J. G. Statter of Amersham and Lancashire Dynamo Nevelin of Oxted.

Propulsion machinery for New Zealand

An order worth about £75,000 for two 8-cylinder twin screw diesel-electric propulsion installation for the new bulk cement carrier for the Golden Bay Cement Co. Ltd., New Zealand, has been awarded to English Electric. The vessel is being built by Henry Robb of Leith.

Transmission lines for Ceylon

British Insulated Callender's Cables Ltd., London, have been awarded a contract valued at over £325,000 by the Ministry of Land, Irrigation and Power of Ceylon for the design, supply and erection of 168 miles of single circuit, 33kV transmission lines. The supports for the lines will be steel lattice towers fabricated and hot dip galvanized by Painter Brothers Ltd., a member of the BICC Group.

Boiler for Kuwait

Babcock and Wilcox Ltd., London, have secured a £2½ million order against world-wide competition from the Ministry of Electricity and Water in Kuwait for the supply of 3 radiant type boilers for the Shuiba power project.

Aerial survey for Ghana

Fairey Air Surveys Ltd., White Waltham, have received the contract for the survey and mapping of nine possible port sites on the lake formed by the Volta River dam. Part of the mapping will be carried out by ground survey but the major portion will be plotted photogrammetrically in the United Kingdom using exisiting photographic cover.

Presses for Stockholm

Superspeed rotary presses made by R. Hoe Crabtree Ltd., London, comprising fifteen units, fifteen half units and three pairs of folders with high speed stitching devices, have been ordered by Sweden to print the 'Stockholms-Tidningen and 'Aftonbladet' newspapers.

Drawbench for Australia

A 100,000lbs. pull bar drawbench has been supplied by Head Wrightson Machine Co. Ltd., Middlesbrough, to the Australian Consolidated Industries for their Melbourne plant.

Egypt buys tractors

Five hundred tractors and parts valued at more than £400,000 have been ordered from David Brown Tractors (Sales) Ltd., Huddersfield, by Misr Car Trading Co., of Cairo, a state-owned commercial enterprise. The tractors were 52 h.p. machines of the 990 Implematic range and the order, won in the face of fierce international competition, represents the largest single order received by the company from the Middle East.

Two young engineers from Nepal who recently visited the Banbury works of Switchgear and Equipment Ltd. to familiarize themselves with the erection of outdoor isolators, are seen working on an isolator erected for demonstration purposes. The firm have supplied isolators to the value of £4,000 through English Electric Ltd. for the Government of Nepal.

Diesels for Spain

A £150,000 order for 258 diesel engines has been placed with Leyland Motors Ltd., by Empresa Nacional de Autocamiones S.A. for fitting to single-deck buses ordered by Empresa Municipal de Transportes de Madrid.

Bus parts for the Netherlands

Netherlands Railways have placed a £250,000 order with Leyland Motors Ltd., for 100 sets of units for installation in Dutch-built buses to be operated by 15 daughter companies of the railways. Each set will include a 130 h.p. Leyland 0.600 diesel engine, four-speed semi-automatic gearbox, front and rear axles, independent front suspension, air brake equipment and steering gear.

Lorries for Pakistan

Fifteen 200 h.p. Super Beaver export lorries made by Leyland Motors Ltd., have been ordered by the Public Works Department of Uthal, Karachi, through the Crown Agents, for use on road construction schemes.

Sugar system for Finland

A semi-automatic system to handle sugar in the confectionery and biscuit works of Karl Fazer AB at Helsinki is to be installed by Henry Simon Ltd., of Stockport.

Kuwait orders electric lines

British Insulated Callender's Construction Co. Ltd., London, have received orders worth about £140,000 from the Government of Kuwait for the supply and installation of 11kV wood pole and P.U. pole lines, and the carrying out of additional installation work. The P.U. steel poles will be fabricated and galvanized by another member of the BICC Group, Painter Brothers Ltd.

Railway electrification in India

British Insulated Callender's Cables Co. Ltd., London, have been awarded a further £250,000 contract by the Indian Railway Board for the supply and installation of 39 feeding/switching stations for the 25kV AC electrification of the Northern Railway.

Greece buys air compressors

Petters Ltd., a Hawker Siddeley company, have supplied six rotary air compressors to the Greek Water Co. in Athens under a £15,000 contract won against international competition. The compressors are trailer-mounted type ARMD395 with outputs of 365 cu. feet/minute f.a.d.

Sir Michael Walker, British High Commissioner in Ceylon (second left), witnesses the signing of the joint £320,000 contract in Colombo awarded to William Boulton Ltd., Burslem; and Gibbon Bros. Ltd., Dudley, for the supply of machinery and kilns for a second factory for the Ceylon Ceramics Corporation. Also in the picture are (from left): Mr. G. W. Marshall, British Trade Commissioner; Mr. S. M. R. Wijeyekoon and Mr. M. B. Kurera, chairman and a director of Ceylon Ceramics Corporation, and Mr. J. C. Byrnell, acting for the suppliers.

Export tours of U.K. businessmen

The United Kingdom businessmen listed below are among those who will be calling at H.M. Government's overseas posts during their current visits to export markets. Overseas officers are able to give varied assistance to United Kingdom businessmen going abroad by providing itineraries, introductions to overseas buyers, suitable agents and so on. Firms who wish to use these official services should make contact in advance with the regional offices of the Board of Trade or with Export Services Branch, Hillgate House, London E.C.4. At the same time they are invited to send advance details of their overseas tours to the Editor for publication in the Board of Trade Journal.

South African tour

Mr. Jack W. Whimpenny, managing director of the Engine Component Division of Associated Engineering Ltd., is on a tour of South Africa. He will spend some time with the latest of the AE companies, Lauf Lumenite (Pty.) Ltd., who recently started what is claimed to be the first-ever production of piston rings in bulk in South Africa. Mr. Whimpenny will also visit branches of the AE subsidiary, Swissco Ltd., at Cape Town and Johannesburg. He returns to the United Kingdom on October 21.

Fluorescent tubes for Middle and Far East

Mr. R. L. C. Todd, Area export sales manager for Thorn Electrical Industries Ltd., International Division, leaves London on October 20 for a tour of the Middle and Far East. He will call at Beirut, Baghdad, Teheran, Kuwait, Bahrain, Dubai, Doha, Karachi, Bangkok, Singapore, Nicosia and Athens, returning to the United Kingdom on December 14. Mr. Todd's main purpose will be to promote the sales of 'Atlas' fluorescent tubes and he will call on the Commercial Officers at the British Embassies in these countries for their advice.

Far East sales tour

Mr. D. Woodfall, export sales manager for Newman Industries Ltd., electric motor manufacturers of Yate, Bristol, has just returned from a seven-week, 20,000-mile sales tour of the company's Far East markets. The object of the visit, which took in Hong Kong, The Philippines, Thailand, Malaysia, Burma and India, was to re-assess – in the light of changing economic and political circumstances – the sales potential for the company's range of motors and, where necessary, to strengthen the company's outlets. Commenting on the success of his mission, Mr. Woodfall said that in all countries he sought the assistance of British Embassy Commercial Officers and that he found their advice most valuable. He is shortly setting off on a similar tour of the African continent.

Fountain pens for Spain and Switzerland

Mr. E. Thornley, export manager of E. S. Perry Ltd., is leaving London on October 20 for Zurich. Mr. Thornley will also visit Barcelona, Madrid and Lisbon, primarily to further the sales of his company's range of fountain pens. He will call on the H.M. Vice-Consul (Commercial) at Zurich, the Commercial Counsellor at Lisbon and H.M. Consul at Barcelona. Mr. Thornley will return to London on November 3.

Lighting for Central American oil industry

A tour of the West Indies and Central America is being undertaken by Mr. E. Roseby, Southern regional manager of Victor Products (Wallsend) Ltd. This is the company's first venture into this area and Mr. Roseby will appoint agents and acquaint users in the territory with his firm's range of flameproof, vapour-proof and weatherproof lighting equipment for the oil industry. He will visit the Commercial Counsellors at Caracas and Mexico City, the First Secretary (Commercial) at Bogota and the British Trade Commissioners at Kingston and Port of Spain for advice on the market potential and the selection of agents in these areas. Mr. Roseby is leaving London on October 22 and hopes to return, via New York and Montreal, on December 7.

Scandinavian sales tour

Mr. J. D. Naylor, Overseas sales manager of the Henry C. Stephen Ltd. group of companies, manufacturing inks, carbon paper, typewriter ribbons, stapling machines, adhesives, etc., is visiting the four Scandinavian countries from October 21 and in Norway and Sweden will be appointing agents and undertaking general export production. He will discuss potential agents with H.M. Commercial Counsellors in Oslo and Stockholm.

British carton making machinery for Scandinavia

Mr. J. E. Price, export manager of Soag Machinery Company, is undertaking a tour, starting October 8, of the Scandinavian countries, and will also visit Hamburg. Mr. Price will contact the company's agents and will visit clients interested in the company's machinery, chiefly their carton folding and glueing machines and packaging equipment. Mr. Price will receive assistance from the British Embassies in the form of information as to current economic conditions, etc.

Glass company executive in Netherlands

Mr. P. J. Parker, assistant export sales manager of Chance Brothers Ltd., glass manufacturers, visited the Netherlands recently for the purpose of appointing a new agent. Mr. Parker was assisted by H.M. Counsellor (Commercial) at The Hague.

Tour of Central America

Mr. M. B. Du Cane, Assistant export sales manager of Laporte Chemicals Limited, left for a three-week tour of Central America and the West Indies, on October 12. He will visit Mexico, Costa Rica, Panama, Jamaica and Puerto Rico, to promote the sales of chemicals manufactured by the Laporte Group of Companies. The principal object of this visit is to extend Laporte interests in an area where new opportunities are constantly presenting themselves.

Fact-finding tour for instrument executives

Mr. R. E. Burnett, managing director of Marconi Instruments Ltd., and Mr. R. H. Foxwell, managing director of Wayne Kerr Laboratories Ltd., returned to the United Kingdom last week from a fact-finding tour. During this tour they visited Tokyo to make an on-the-spot assessment of the Japanese market for their companies' products and techniques and had discussions with Japanese industrialists and officials of the British Embassy. They then visited Hong Kong before travelling on to the United States, where both have substantial export interests. On the return journey, Mr. Burnett linked up with the visit of his chairman, Sir Gordon Radley, to the Canadian Marconi Company in Montreal. Mr. Foxwell included in his tour discussions with his company's representatives in Australia and a visit to the Commonwealth Scientific and Industrial Research Organization in Sydney.

Motor company directors visit Denmark

Mr. A. V. Sansom and Mr. W. F. Wallington, both directors of Hyde Abbey Motor Works Ltd., Winchester, are leaving for Denmark on October 21 with a view to appointing agents for their company's range of secondhand and reconditioned agricultural tractors. They will call on H.M. Counsellor (Commercial) and Consul-General at Copenhagen for advice on the suitability of contacts named to act as dealers and for advice on their itinerary.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over* 85,000 *volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering* 150 *countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 *to* 5.30, *Mondays to Fridays. Tel. City* 5757, *Ext.* 368, *or Telex No.* 25977.

MOTOR UNION *All classes of Insurance Transacted*

INSURANCE COMPANY LTD. ROYAL EXCHANGE, LONDON, E.C.3

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be prefixed by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that is the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

AUSTRALIA

Tariff board inquiries

(1) THE AUSTRALIAN Minister for Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **elastomeric fabrics incorporating elastomeric man-made fibres, e.g. Spandex and Lycra** (Tariff Items 460(C), 464(C), 465(C), 473 and 479).

This reference has been made as a result of representations by local manufacturers.

Details of the above-mentioned Tariff Items are obtainable from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

(2) The Australian Minister for Trade has also referred to the Tariff Board for inquiry and report the question whether **continuous filament nylon polyamide yarn,** classifiable under Tariff Item 460(B) (2) (d) (2) should be gazetted under Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961. Details of the provisions of Section 7 of the above-mentioned Act were published in the *Board of Trade Journal* on November 30, 1962 (pages 1132/1133).

These matters have been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities not later than **November 1.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference Nos. (1) CRE 12370/63; (2) CRE 12369/63.

Revision of customs by-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

New and amended by-laws

The following goods will be admitted under the By-law Tariff until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
APPAREL AND ATTIRE:		
Academic dress (being gowns, hoods, caps and hats) of overseas Universities or other like tertiary educational institutions, imported by or on behalf of a person upon whom such educational institution has conferred a degree or diploma which entitles that person to wear such academic dress – as decorations awarded or to be awarded and sent from abroad to individuals	423	Free
ELECTRICAL APPLIANCES AND MATERIALS:		
Electrodes:		
Electrodes, wire (leads-in), for incandescent lamps	181 (D) (1) (a)	Free
Transformers:		
Variable, of the auto transformer toroidal core type having load ratings of 2·5 kVA. or higher per phase, otherwise classifiable under Tariff Item 179 (E) (6) (a) (1)	449 (A) (1)	Free
FILAMENT LAMPS and parts therefor:		
Otherwise classifiable under Tariff Item 181 (D) (1) (c):		
Parts for lamps:		
Caps	181 (D) (1) (a)	Free
Filaments		
Flanges, glass, being short lengths of flanged tubing which, when fused, hold the internal assemblies of incandescent filament lamps		
Rods, glass		
Supports, wire		
Wires, lead-in		
FUEL:		
Otherwise classifiable under Tariff Item 226 (B) (3) (c):		
Used in aircraft based on Australia or an Australian overseas Territory while engaged on scheduled Air Service or flights commencing in the Commonwealth or an Australian overseas Territory and terminating in an Australian overseas Territory or the Commonwealth, as the case may be, provided that, with the approval of the Minister, a non-scheduled flight may be deemed to be a scheduled flight for the purposes of this by-law	226 (B) (3) (a)	Free
Imported in the tanks of aircraft and not unloaded in the Commonwealth		
HYDROCARBON SOLVENTS:		
Otherwise classifiable under Tariff Item 226 (B) (3) (c):		
For use in or in connection with the manufacture of town gas, under security		
KEROSENE and refined burning oils:		
Otherwise classifiable under Tariff Item 226 (B) (5) (c):		
Imported in the tanks of aircraft and not unloaded in the Commonwealth	226 (B) (5) (a)	Free
Used in aircraft based on Australia or an Australian overseas Territory while engaged on scheduled Air Service or flights commencing in the Commonwealth or an Australian overseas Territory and terminating in an Australian overseas Territory or the Commonwealth, as the case may be, provided that, with the approval of the Minister, a non-scheduled flight may be deemed to be a scheduled flight for the purposes of this by-law		

ELEPHANTIDE (REGD.)
INSULATING PRESSBOARD
for all Oil Immersed Electrical Apparatus such as
TRANSFORMERS, SWITCHGEAR, etc.
Also PRESS PAPERS FOR CLOTH FINISHING
B. S. & W. WHITELEY, LTD., POOL-IN-WHARFEDALE, YORKSHIRE.
Telephones: ARTHINGTON 2121 • TELEG. 52103 • Grams: WHITELEY, POOL-IN-WHARFEDALE

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
LUBRICANTS:		
Otherwise classifiable under Tariff Item 226 (B) (6):		
Imported in the tanks of aircraft and not unloaded in the Commonwealth	226 (B) (6) (a)	Free
Used in aircraft based on Australia or an Australian overseas Territory while engaged on scheduled Air Service or flights commencing in the Commonwealth or an Australian overseas Territory and terminating in an Australian overseas Territory or the Commonwealth, as the case may be, provided that, with the approval of the Minister, a non-scheduled flight may be deemed to be a scheduled flight for the purposes of this by-law		
METALS:		
Nickel alloy, provided the nickel content thereof exceeds 35%, otherwise classifiable under Tariff Item 138 (B) (2) or 138 (E), but not including tubes and pipes and blanks therefor, and hollow bars	449 (A) (1)	Free
OILS:		
Otherwise classifiable under Tariff Item 226 (C) (2):		
Lubricants imported in the tanks of aircraft and not unloaded in the Commonwealth	226 (C) (1)	Free
Lubricants used in aircraft based on Australia or an Australian overseas Territory while engaged on scheduled Air Service or flights commencing in the Commonwealth or an Australian overseas Territory and terminating in an Australian overseas Territory or the Commonwealth, as the case may be, provided that, with the approval of the Minister, a non-scheduled flight may be deemed to be a scheduled flight for the purposes of this by-law		
SURGICAL AND DENTAL AND VETERINARY INSTRUMENTS AND APPLIANCES:		
The By-law relating to Surgical and Dental and Veterinary Instruments and Appliances, etc., under Tariff Item 419 (C) (2), as published in the *Board of Trade Journal* of October 9, 1959 (page 508) and subsequently amended, is further amended as follows:		
Add to the list of goods *excepted* from admission under Item 419 (C) (2) the following:		
Orthodontic instruments and appliances, viz.: Band strips, with or without attachments, other than of austenitic stainless steel		
Brackets, buccol tubes, lock pins, not flanged		
WIRE:		
Filament, in the length, for incandescent electric lamps	449 (A) (1)	Free
Lead-in, in the length, for incandescent electric lamps		
Support, in the length, for incandescent electric lamps		

Cancelled by-laws

The following goods are removed from the provisions of By-law entry and will now be classified under the substantive item indicated:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
PAPER AND PAPERBOARD:		
Otherwise classifiable under Tariff Item 335 (E) (5):		
Embossed offset printing paper.	335 (E) (5)	40% *ad val.* less £2 per ton *or* £28 3s. 4d. per ton according to the value for duty.
Embossed papers having ripple finish, linen finish, crash finish and the like.		

Decisions on tariff classification

THE AUSTRALIAN Department of Customs and Excise have announced the following decisions on the application of the Australian Tariff:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
APPAREL AND ATTIRE:		
Footwear of neoprene foam rubber of the type fitting closely over the feet, ankle and lower calf to encase the lower extremities in a water tight seal in continuation of trousers of wet suit diving dress of the type covered by Item 132 (A)	132 (A)	Free
Note: This decision does not apply to flippers or fins classifiable Item 310 (A) (2).		
Gloves of neoprene foam rubber	113 (B)	Free
Hoods of neoprene foam rubber of types fitting tightly round the head and neck but for the face opening to form a water tight seal with wet suit diving dresses of the type covered by Item 132 (A)	132 (A)	Free
BOOKS:		
Souvenir magazines of prominent films such as '55 Days at Peking', 'The Longest Day', 'West Side Story' 'The Great Escape' which are to be offered for sale usually to patrons at cinemas. This decision is conditional that the manuscript of such books is strictly factual and contains no reference to any Australian film distributor or cinema	339	Free
DIVING APPARATUS:		
Diving dresses	132 (A)	Free
Note: Item 132 (A) does not include: Headwear (other than of neoprene rubber). Footwear (other than of neoprene rubber). Gloves, corselets or underwear of types used with diving dresses whether imported with the diving dress or separately.		
MUSICAL INSTRUMENTS, PARTS AND ACCESSORIES THEREFOR:		
Sticks, drum, imported with instruments or separately	363 (G) (3) (b)	20% *ad val.*
RUBBER:		
Compounded:		
Compounded including latex natural and synthetic	330 (B)	Various
Note: This reference is restricted to unvulcanized products not further advanced than plain rectangular plates, sheets or strip. The addition of vulcanizing agents to unvulcanized rubber without subjecting such compounded mix to a *thermal* curing or other deliberate process designed to produce a vulcanized product does not constitute vulcanization for the purposes of this item. Such unvulcanized products will remain within the scope of Item 330 (B) subject to the other conditions of this note. However, where plates or sheets of compounded rubber have been subjected to a deliberate thermal or other vulcanizing process, such goods pass to Item 332 (B) (4) or other appropriate item (i.e. other than Item 330).		
Silicone	330 (B)	Various

Note: Specific rates are shown in Australian currency: £A125 = £100 Sterling.

Parts Orders

THE REVISED Parts Order No. 1, published in the *Board of Trade Journal* of October 6, 1961 (page 753), is amended as follows:

Parts Order No. 50

1. The Order may be cited as Parts Order No. 50.
2. This Order shall take effect from September 26, 1963.
3. The First, Second and Third Columns of the Table to paragraph 5 of Parts Order No. 1 are further amended as follows:

First Column (Goods)	Second Column (Proportion)	Third Column (Parts)
By deleting: Drums	..	Drum heads, textile, woven.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **H.M. Stationery Office, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876, Ext. 147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

MALAYSIA

Tariff Advisory Board Act

THE FEDERATION of Malaya *Government Gazette* dated September 12, included details of the Tariff Advisory Board Act, 1963, which came into effect throughout Malaysia on September 16, 1963. This Act establishes a Tariff Advisory Board to advise the Government on the creation of a common market and the tariff structure in Malaysia.

Broadly, the functions of the Board will be to consider and make recommendations on the imposition and alteration of import duties in Malaysia (including the consideration of changes applied for by local manufacturers and potential manufacturers). In doing so it shall take into consideration the effect of the recommendations on:-

(a) The need for balanced industrial development;
(b) the interests of the entrepot trade of Singapore, Penang and Labuan;
(c) the interests of existing industries and of consumers in Malaysia, including cost of living, cost of production of industries and in particular of export industries and cost of development works in the public sector of the national economy:
(d) employment and the national income in Malaysia;
(e) Federal and State revenues.

Also the Board will advise the Government on establishing a common market in Malaysia for locally-consumed local products and will review the protective tariffs periodically, the first report to be not later than March 16, 1964.

The Board will review revenue duties before the end of 1968 with a view to harmonizing these throughout Malaysia.

A copy of the Tariff Advisory Board Act, 1963, may be seen in Commercial Relations and Exports Department, Board of Trade, Room 4105, Horse Guards Avenue, London, S.W.1. (Tel.: Trafalgar 8855. Ext. 2317). Please quote ref. CRE 8017/1963.

CAMBODIA

Tax changes

A NOTICE WAS published in the *Board of Trade Journal* for July 5 giving, *inter alia*, details of new minimum rates of customs duties for certain items. It was noted that certain goods would continue to be admitted at the lower GATT rates to which the Cambodian Government is committed under that agreement, further details of which are now available:

Tariff Number	Product	Rate of Duty *ad val.* Customs Duty	Local Tax
		(Basis: c.i.f.)	(Basis: Duty-paid value)
Ex 16.02	Hams and bacon, cooked, in tins or other containers	20%	4%
20.05	Jams, fruit jellies, marmalades, fruit puree, fruit pastes and similar products containing sugar or honey	20%	6%
20.02	Asparagus put up in tins or air tight containers or casks	20%	4%
85.15.01 } 85.15.02 }	Telegraphic and radio equipment, excluding valves imported separately	15%	6%
84.15	Refrigerating equipment	15%	6%

Note: The local tax is shown only for items carrying GATT rates of duty. For other items in the tariff the local tax is incorporated in the rate of duty.

All inquiries regarding this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Exts. 479, 480 and 481).

PAKISTAN

Regulations governing foreign firms

INFORMATION HAS been received from Pakistan about the new regulations governing foreign firms or individuals who intend to start business in Pakistan. The Pakistan Government states that it is not their intention to discourage foreign investment in Pakistan, but merely to regulate the entry of foreign nationals in independent professions into Pakistan in the interests of the country's economy.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Room 4110, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2786).

INDIA

Import licensing policy

THE INDIAN GOVERNMENT has announced its import licensing policy for the second half of the year 1963/64. This announcement makes no alterations at all in the licensing policy for established importers which was announced for the whole year in April 1963, and about which a notice was published in the *Board of Trade Journal* on May 10. All established importers will, therefore, be able to obtain licences for the second half of the year to the same value as those which they obtained for the first half of the year.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Room 4110, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2785).

AFGHANISTAN

List of development projects

A LIST OF THE development projects which have been agreed in Afghanistan before June 1963 have been received from the British Embassy at Kabul. Copies of this list are available from either the Export Services Branch, Hillgate House, Old Bailey, London, E.C.4, or from Commercial Relations and Exports Department, Room 4110, Board of Trade, Horse Guards Avenue London, S.W.1. (Tel. Trafalgar 8855, Ext. 2786).

QATAR

New law regulating foreign investment

THE BRITISH POLITICAL Agency in Qatar has reported that a law regulating the participation by foreigners in commerce and industry in Qatar was published in the *Official Gazette* on August 28. The law came into force with effect from the date of publication and decrees that foreign individuals and firms may not start a business in Qatar except in partnership with a Qatari (or Qataris) who must hold not less than 51 per cent of the capital of the firm. Exceptions to the rule may, however, be made if the aim of the business to be opened involves certain forms of economic development. The law does not apply to persons or firms engaged in commerce or industry in Qatar at the time the law came into effect.

All inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2411), quoting reference CRE/12364/63.

GHANA

Revocation of import licences

NOTICE TO IMPORTERS No. 231 published in the Ghana *Commercial and Industrial Bulletin* of October 4, announces that all special unnumbered licences issued to merchants for the importation of goods in commercial quantities before September 27, 1963, are revoked with effect from October 4, 1963.

Importers in possession of such licences against which goods have already been shipped should apply to the Controller of Imports and Exports for new licences. Applications should be supported by bills of lading confirming that the goods were shipped prior to September 27, 1963.

Prohibition of certain imports

NOTICE TO IMPORTERS No. 232 published in the Ghana *Commercial and Industrial Bulletin* of October 4, announces that the importation of footwear with outer soles and uppers of rubber or artificial

plastic material – either in parts or assembled – and plastic utensils is prohibited with effect from that date.

Importers in possession of import licences against which shipments have already been made for such goods should apply to the Controller of Imports and Exports for new licences. Applications should be supported by bills of lading confirming that the goods were shipped prior to October 5, 1963.

NOTICE TO IMPORTERS NO. 233 published in the Ghana *Commercial and Industrial Bulletin* of October 4, announces that the importation of matches in boxes, toilet rolls of cellulose paper, and wire nails is prohibited with effect from that date.

Importers in possession of import licences against which shipments have been made for such goods should apply to the Controller of Imports and Exports for new licences. Applications should be supported by bills of lading confirming that the goods were shipped prior to October 4, 1963.

ZANZIBAR

Customs tariff changes

THE ZANZIBAR Customs and Excise Duties (Provisional Collection) Order 1963 published as Legal Notice 75 in the *Official Gazette* of August 22, 1963, provides, with effect from that date, for the following revision of import duties in the First Schedule to the Zanzibar Customs Tariff:

Item	Article	Rate of Duty
57	Motor spirit, and products ordinarily used as such; benzine, benzoline, naphtha (non-potable), n.e.e., gasoline, petrol and petroleum, shale and coal-tar spirit generally (but not including power paraffin and kerosene), except on proof to the Comptroller of Customs that it is imported for use only as fuel for aircraft and is declared as such at the time of importation	Shs. 1/- per imperial gallon 62° F.
58B	Fuel oil, mineral-light amber, for high speed engines: Provided that the Comptroller of Customs shall refund the duty on such fuel oil on proof that the fuel oil has been used in stationary engines for industrial purposes	Shs. 1/- per imperial gallon 62° F.

REPUBLIC OF SOUTH AFRICA

Regulations under the Animal Diseases and Parasites Act, 1956

GOVERNMENT NOTICE No. R1531, published in the Republic of South Africa *Government Gazette* of October 4, sets out revised regulations under the Animal Diseases and Parasites Act 1956 which came into force with effect from that date. These Regulations are in substitution for those contained in Government Notice No. 1684 of October 16, 1959.

The Regulations include provision for control over the importation of certain items as follows:

PART II Importation of Animals into the Republic and reports under the act.

PART III Importation of infectious things into the Republic and release of things detained under section four of the Act.

PART IV Importation of certain products into the Republic.

A copy of these Regulations is available for inspection at Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35, Old Bailey, London, E.C.4.

Customs tariff application

CUSTOMS TARIFF APPLICATION List No. 352 published in the Republic of South Africa *Government Gazette* of October 11, states that the Board of Trade and Industries has received the following application affecting the Republic's Customs Tariff:

For an increase in duty on

Bifurcated rivets and flat steel washers to 20 per cent *ad valorem*.

Where British trade organizations are thought to be interested in the above application they are being informed, and it is suggested that any British firm wishing to make representations to the South African Board of Trade and Industries and belonging to a trade organization should get in touch with that body in the first instance.

Firms proposing to make independent representations to the South African authorities and desiring further information relating to the above, should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference No. C.R.E. 12611/63.

NIGERIA

Import licensing regulations

LEGAL NOTICE No. 122 of 1963, published in the Federation of Nigeria *Official Gazette* of September 26, announces that, with effect from that date, the First Schedule to the Open General Import Licence (Scheduled Territories and Easy Currency Countries) No. 2 of 1959, has been amended by the insertion immediately after the words 'Her Majesty' in the list of Scheduled Territories (Sterling Area) of the words 'except Hong Kong'.

Explanatory Note. The effect of this amendment is that goods originating in Hong Kong can no longer be imported under Open General Import Licence (Scheduled Territories and Easy Currency Countries) No. 2 of 1959 as hitherto (see below).

OPEN GENERAL IMPORT LICENCE (HONG KONG) NO. 1 of 1963, published as Legal Notice No. 121 of 1963, in the Federation of Nigeria *Official Gazette* of September 26, authorizes the importation from Hong Kong under open general licence of goods of any kind with the exception of the goods set out in the schedule which follows:

Schedule

Goods excepted from this Licence

(The references in this Schedule to a group or item are references to the corresponding group or item in the Import List in force with effect from January 1, 1963.)

Description	Import Group	List No. Item
1. Wheat and spelt (including meslin), unmilled	041	00
2. Meal and flour of wheat and spelt (including meslin)	046	00
3. Sugar (beet and cane refined)	061	20
4. Petroleum products	332	All
5. (a) Gold chloride	514	99
(b) Jewellery of gold and goldsmith's wares	897	10
(c) Gold watches	864	10
(d) Gold clocks	864	20
(e) Gold watch cases	864	90
(f) Articles manufactured wholly or mainly of gold not elsewhere specified	899	99
(g) Gold coin and gold bullion, unrefined gold and partly worked gold	1	1.6, 1.1, 1.2, 1.3
6. Cement	661	20
7. (a) Cotton fabrics, woven	652	All
(b) Textile fabrics, woven, other than cotton fabrics	653	All
(c) Cordage, cable, rope and twine	655	61
(d) Fishing nets; cargo nets	655	63
(e) Blankets, travelling rugs and coverlets	656	60
(f) Other made-up articles of textiles, n.e.s., including dress patterns	656	99
(g) Clothing (except fur clothing)	841	All
8. The following kinds of produce:		
(a) Benniseed	221	00
(b) Raw cocoa beans	072	00
(c) Raw cotton	263	00
(d) Cotton linters	263	00
(e) Cotton seed	221	00
(f) Cotton seed cake	081	00
(g) Cotton seed meal	081	00
(h) Cotton seed oil	421	90
(i) Groundnuts	221	00
(j) Groundnut cake	081	00
(k) Groundnut meal	081	00
(l) Groundnut oil	421	40
(m) Palm kernels	221	00
(n) Palm kernel cake	081	00
(o) Palm kernel meals	081	00
(p) Palm kernel oil	422	00
(q) Palm oil	422	00
(r) Soya beans	221	00

VISITS OVERSEAS BY UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice of Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

REPUBLIC OF SENEGAL

Global import quotas, 1963/64

THE BRITISH EMBASSY in Dakar has reported that the Senegalese Ministry of Finance and Economic Affairs has begun to publish the import quotas for 1963/64. Details of the quotas for imports from countries outside the franc area and Common Market are given below.

Inquiries regarding this notice should be addressed to Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

Description of Item	Amount of Quota (in French francs)	Closing date for Application
Motor vehicles:		
Saloon cars	2,031,500	July 24, 1963
Commercial vehicles and trucks of less than 3 tons	2,000,000	July 24, 1963
Commercial vehicles and trucks of more than 3 tons	2,000,000	July 24, 1963
Air conditioners and refrigerators	1,083,000	Aug. 31, 1963
Printed cottons and synthetic piece-goods	2,731,591	Oct. 15, 1963
Finished prints on fabric of French or Senegalese origin	2,731,591	Oct. 15, 1963
Whisky and gin	1,000,000	Oct. 25, 1963
Sugar confectionery, cocoa and cocoa preparations, and preparations of cereals	692,810	Oct. 25, 1963
Fresh grapes	102,500	Sept. 22, 1963
Meat, fish, fruit, vegetables and various preparations therefrom	10,975,492	Oct. 31, 1963
Raw and manufactured tobacco	2,485,884	Oct. 31, 1963
Various mineral products, including sulphur, oils, iron and steel products, metallurgical minerals	450,200	Oct. 31, 1963
Pharmaceutical products, colouring material, insecticides	1,105,447	Oct. 31, 1963
Plastic materials	1,202,722	Oct. 31, 1963
Miscellaneous chemical products including fertilizers, essential oils, soaps, explosives, photographic material	1,500,000	Oct. 31, 1963
Plain, synthetic or artificial piece-goods	350,000	Nov. 5, 1963
Jute sacks	1,904,720	Nov. 5, 1963
Household articles and miscellaneous articles of base metal and storm lanterns	2,389,918	Nov. 5, 1963
Tools and cutlery	300,000	Nov. 5, 1963
Watches and clocks	150,000	Nov. 5, 1963
Domestic radio apparatus	1,118,290	Nov. 5, 1963
Office equipment, electrical consumer goods, mechanical consumer goods, optical goods, photographic and cinema equipment, etc.	2,962,680	Nov. 5, 1963
Leather and paper goods, synthetic yarn, wool, cotton, carpets, fishing nets, twine, cordage, ropes, cables, made-up clothing and shoes (other than those prohibited), headgear, umbrellas, china, glass, fine pearls, musical instruments, furniture, toys and games, brooms, brushes and miscellaneous	9,885,600	Nov. 5, 1963
Drinks other than whisky and gin	37,223	Nov. 5, 1963

ARGENTINA

Promotion of local industry

H.M. EMBASSY at Buenos Aires report the issue of a number of decrees which are designed to assist local industry.

Decree No. 5338 establishes special inducements in the form of tax reliefs which will be given to the basic industrial sectors (steel, petrochemical and cellulose), and to certain industries established in three defined areas which will industrialize natural products originating in those areas and contribute to an increase in exports of manufactured products or which will replace an imported product.

Decree No. 5339 establishes an order of priorities for the importation of industrial equipment free of surcharges and duties. Such importation must contribute technical advances and make possible the improvement in quality or the reduction in the cost of local production. It must also provide for the greater use of local raw materials and afford a benefit in the balance of trade by reducing imports or by increasing exports. Foreign capital investment projects in Argentina will be subject to the same conditions as national enterprises and restrictions are imposed on the transferability of such foreign capital contributions during the first three years after the authorization of the investment.

Decree No. 5340, as amended by Decree No. 6672, establishes a 'Buy Argentine' programme. State enterprises and similar official bodies and others are charged with buying only national goods provided prices are reasonable. A related Central Bank circular, No. B374, announces that facilities are to be established to enable local manufacturers to offer credit terms of up to five years comparable with those offered by foreign suppliers.

Decree No. 5341 permits the temporary importation of machinery, equipment, instruments, moulds and matrices for industrial use provided that such items are not made in the country. The importation will be for a period of six months, renewable up to a maximum period of three years. The full surcharges and duties will be payable on such goods on importation, but will be recoverable on re-exportation within the terms of the decree.

Decree No. 5342 introduces anti-dumping legislation and establishes the standards for deciding when 'dumping' is involved.

Decree No. 5343 permits the temporary admission of raw materials and semi-finished goods when these are to be re-exported in the form of finished goods. Such materials will be allowed to enter free of surcharges and duties.

Details of the above Decrees can be obtained from Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 476).

New customs tariff

H.M. EMBASSY in Buenos Aires announce the issue of Decree No. 6771, dated August 12, which has the effect of introducing the Brussels Nomenclature to replace, as from January 1, 1964, the existing Argentine Customs Tariff. The rates of duties as they have existed hitherto have been abolished and the new rates of surcharges have been calculated to include the former rates of duties plus the existing rates of surcharges.

Article 17 of the decree states that interested parties may request modifications and adjustments due to erroneous classification and these requests must be submitted to the Tariff Commission not later than October 31, 1963.

URUGUAY

Amendments to import lists

H.M. EMBASSY at Montevideo report that the following modifications to descriptions of commodities have been made to the Uruguayan Import Lists, which were published in the *Board of Trade Journal* of December 16, 23 and 30, 1960:

ARTICLE 1.

(a) Lorry and bus chassis with cabin weighing 2,500 kilogrammes or less in accordance with makers' catalogue.

Should now read:

Lorry and bus chassis with cabin weighing 2,000 kilogrammes or less in accordance with makers' catalogue.

(b) Lorry and bus chassis with cabin weighing more than 2,500 kilogrammes.

Should now read:

Lorry and bus chassis with cabin weighing more than 2,000 kilogrammes.

ARTICLE 2. The following cannot be included in the above-mentioned weight:

(a) Optional equipment with the exception of diesel engine, shock absorbers and servo brakes.
(b) Water of the engine cooling system.
(c) Fuels.
(d) Lubricants.
(e) Tools.
(f) More than one complete spare wheel.

ARTICLE 3. In the case of chassis and cabin weighing less than 2,000 kilogrammes, the vehicles must include the following characteristics in order to be accepted under Sub-Group 49.042:

(a) Simple cabin with spacing for not more than one row of seats.
(b) Only one complete spare wheel with its corresponding tyre.
(c) All tyres to be of one and the same measurement.
(d) Gross weight as stipulated in accordance with makers' catalogue to be not less than 3,500 kilogrammes.
(e) Minimum distance between back of cabin and centre of back axle, 1.45 metres.

JAMAICA

Customs tariff changes

THE JAMAICAN Minister of Finance has approved under item 65 of the Second Schedule to the Customs Tariff (Revision) Resolution, 1954, the Girls Guildry, No. 5 Lockett Avenue, Kingston, Jamaica, as a youth association entitled to import into the Island uniforms

and equipment free from Customs Duty on production of a signed declaration by the person in charge of such association that the same is imported by and for the use of the said Association.

Inquiries about the above notice should be addressed to the Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

PERU

Import duty increases

THE SPECIFIC RATES of import duty payable on the undermentioned items of the Peruvian Tariff are to be increased to the amounts shown *with effect from December* 4, 1963.

An *ad valorem* duty is also payable on most items imported into Peru. Details may be obtained from the Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London E.C.4. (Tel. City 5757, Ext. 476).

Tariff No.	Description	Specific Duty
		(In Soles per kilo gross except where otherwise stated)
362	Lard, refined	1·20
364	Lard, mixed with other fats	1·20
464-A	Aluminium hydroxide for industrial use (new sub-heading)	Free
533	Sodium: bisulphite, sulphite and metasulphite	1·50
778-A	Resins in aqueous suspension based on polyvinyl acetate, butadiene-styrene, acrylonitrile, acrylic and other similar bases, unsuitable for moulding, to be used in the manufacture of varnishes and paints (new sub-heading)	0·45
1097	Sponge rubber in the piece, for furniture, such as seats, mattresses, cushions, etc. (Note: Articles of rubber pay a surtax on the specific duties, the present rate for articles in this section being 200%)	K.L. 17·00
1252	Cardboard, glossed or satinized (to bring it into line with Tariff Item No. 1253 'Cardboard faced on one or both sides with satinized or glossed paper')	5·10
1289-A	Gummed kraft paper, in rolls (new sub-heading)	8·00
1373	Paper bands up to 10 centimetres in width, of kraft and similar paper, with or without fabric, for strengthening sacks, boxes and other packings	8·00
1383	Paper serviettes and hand towels of tissue paper or crepe paper, cut for toilet purposes	15·00
1385	Sanitary towels manufactured exclusively of paper (amended description)	5·40
1713	Sanitary towels in general, except those manufactured exclusively of paper, under Tariff No. 1385 (amended description)	9·00
2462	Nails and brads, of iron or steel, including those with ornamental heads, staples, headless tacks and tintacks, up to 15 mm. long	6·00
2463	The same, measuring over 15 – up to 25 mm. long	6·00
2464	The same, over 25 mm. long	6·00
2474	Iron or steel screws	7·50
2487	Door locks with iron or steel case, with or without parts of other material, with bolt operated by single or double turn of the key, including those fitted with plates, knobs or handles of aluminium, bronze tinplate or iron with galvanized coating	30·00
2488	Combination locks of iron or steel, cylinder (Yale type), and those with special mechanism	4·50
2695	Bolts of copper and its alloys	9·00
2695-A	Screw washers and carriage bolts of copper and its alloys (new sub-heading)	2·25
2699	Rivets of copper and its alloys	8·50
2702	Screws and screw-rings of copper and its alloys	14·50
2711	Cylindrical box locks for doors, locks for furniture, padlocks, fittings and mountings manufactured mainly of aluminium, with or without parts of other materials (Note: Locks for inner doors with case of iron or steel, with bolt operated by single or double turn of the key, when with fittings of aluminium, shall pay duty under Tariff Item 2487.)	7·50
2714	Aluminium materials for buildings in any form: Structural bars and girders, flat bars, banisters, capitals, columns, stairs, bases, doors, windows, and other such articles n.s.m., assembled or unassembled	10·00
2714-A	Tubes of aluminium, 4 millimetres or over in wall thickness, with their respective flanges and accessories, for the erection of scaffolding and for other similar purposes	8·00
2718	Bolts, screws and rivets of aluminium and its alloys	15·00
2718-A	Nuts, washers, nails, staples and other similar objects, of aluminium and its alloys (new sub-heading)	3·00
2901	Wires and cables, of one or more poles, for underground electrical installations, paper-insulated and lead-covered, coated or not with other protective materials	0·06
2901-A	Junction boxes for the cables covered by the above tariff item (new sub-heading)	0·06
3320-B	Plastic floats for fishing nets. (See *Board of Trade Journal* of July 13, 1962, page 116): *Add* to this item floats of the following dimensions: 15·3 cms. x 9·6 cms. x 2 cms. (6 in. x 3¾ in. x ¾ in.)	
3324-B	Artificial plastic pipes and flexible hoses (polyethylene and the like) measuring from 2 up to 18 inches in diameter, for agricultural irrigation (new sub-heading)	9·00
3406-A	Ball-point pens, of rubber, composition, wood or base metal, non-automatic, and which cannot be re-charged (new sub-heading)	12·00
3406-B	The same pens, automatic, i.e. with retractable filling, and which can be re-charged (new sub-heading)	18·00

CANADA

'Made in Canada' rulings

THE FOLLOWING RULINGS have been made for Canadian Customs purposes:

Of 'a class or kind made in Canada':

Portable brush chippers, as used by municipalities, public utilities, etc., to dispose of chippings, prunings and waste forest products.

(Ruling effective November 4, 1963.)

The above information is contained in Canadian Department of National Revenue Memoranda Series D51-6-1.

The following rulings have also been made:

Of 'a class or kind made in Canada':

Machines commonly known as convertible power cranes of shovels, with nominal deeper capacities as shovels from ¾-3 cubic yards inclusive, and machines commonly known as revolving power cranes, trucks or wagoned mounted, with maximum rated lifting capacities of 10 to 50 tons inclusive.

(Ruling effective November 4, 1963.)

The above information is contained in Canadian Department of National Revenue Memoranda Series D51-21-2.

Of 'a class or kind not made in Canada':

Projection screens up to and including size 20ft. v 20ft.

(Ruling effective October 4, 1963.)

The above information is contained in Canadian Department of National Revenue Memoranda Series D51-24-1.

THE FOLLOWING RULINGS have also been made for Customs purposes:

Of 'a class or kind made in Canada':

Two-roll cracker mills as used in the processing of rubber.

(Ruling effective November 8, 1963.)

Ammonium lauryl
Ether sulphate
Ammonium lauryl sulphate
Cetyl sulphate
Sodium lauryl
Ether sulphate
Stearyl sulphate
Triethanolamine lauryl sulphate.

(Ruling effective October 8, 1963.)

Self-contained combination heating and cooling air conditioners incorporating oil- and gas-fired burners up to and included 20 horse-power.

(Ruling effective November 12, 1963.)

The above information is contained in Canadian Department of National Revenue Memoranda Series D51-14-1, D51-33-2 dated October 8, 1963, and D51-9-2 dated October 10, 1963.

MEXICO

Import licensing

BY DECREE published in the Mexican *Diario Oficial* on and effective from, September 10, the following goods were made subject to prior import licence:

Tariff No.	Description
700.02.00	Windmills for pumping, with pump and water storage tank, fitted to the supporting frame.

IRISH REPUBLIC

Reduction of duty on wooden furniture and drinking glasses

IN THE *Board of Trade Journal* of October 4 (page 766) the reduction of duties from October 1, 1963, on certain wooden furniture and some drinking glasses was announced.

Details of the tariff headings affected by the reductions are given in full on the following page.

Irish Republic, continued

	Tariff Heading	Licensing Provision	Rate of Duty		
			Full	Preferential	Special Preferential
	WOODEN FURNITURE				
44.20	Wooden picture frames, photograph frames, mirror frames and the like:				
	(A) Picture frames and photograph frames	(a)		No change	
	(B) Other	(a)	50%	33⅓%	33⅓%
44.27	Standard lamps, table lamps and other lighting fittings, of wood; articles of furniture, of wood, not falling within Chapter 94; caskets, cigarette boxes, trays, fruit bowls, ornaments and other fancy articles, of wood; cases for cutlery, for drawing instruments or for violins, and similar receptacles, of wood; articles of wood for personal use or adornment, of a kind normally carried in the pocket, in the handbag or on the person; parts of the foregoing articles of wood:				
	(A) Standard lamps, table lamps, articles of furniture not falling in Chapter 94, caskets, cigarette boxes, trays, fruit bowls, ornaments and other fancy articles	(a)	50%	33⅓%	33⅓%
	(B) Cases for cutlery, for drawing instruments or for violins, and similar receptacles:				
	(1) Cases for musical instruments			No change	
	(2) Other			No change	
	(C) Rosaries and assemblies of beads and rosaries			No change	
	(D) Other	(a)	50%	33⅓%	33⅓%
94.01	Chairs and other seats (other than those falling within heading 94.02), whether or not convertible into beds, and parts thereof:				
	(A) Chairs and other seats:				
	(1) For motor vehicles			No change	
	(2) Outdoor seats and deck chairs of wood			No change	
	(3) Seats and seating of the kind commonly known as tip-up chairs for cinemas and theatres			No change	
	(4) Dual-purpose stool-steps of aluminium			No change	
	(5) Other:				
	(a) Of wood	(a)	50%	50%	33⅓%
	(b) Other			No change	
	(B) Parts:				
	(1) Of the motor vehicle seats of sub-heading (A) (1) of this heading			No change	
	(2) Of the articles of sub-heading (A) (2) of this heading, being parts of wood			No change	
	(3) Standards for the articles of sub-heading (A) (3) of this heading			No change	
	(4) Seat bottoms and seat bottom frames for the articles of sub-heading (A) (3) of this heading			No change	
	(5) Stiles, treads, rungs and feet, of aluminium for the articles of sub-heading (A) (4) of this heading			No change	
	(6) Other:				
	(a) Of metal			No change	
	(b) Of wood	(a)	50%	50%	33⅓%
	(c) Of other materials			No change	
94.03	Other furniture and parts thereof:				
	(A) Bedsteads			No change	
	(B) Stands for carrycots			No change	
	(C) Other furniture:				
	(1) Of wood:				
	(a) Outdoor tables; easels, display stands; boot racks; ornamental tubs; showcases and similar shop equipment			No change	
	(b) Other	(a)	50%	50%	33⅓%
	(D) Parts:				
	(1) Of wood:				
	(a) Of the articles mentioned at sub-heading (C) (1) (b) of this heading	(a)	50%	50%	33⅓%
	(b) Other	(a)	75%	50%	50%
	(2) Of metal			No change	
	(3) Of other materials			No change	
97.04	Equipment for parlour, table and funfair games for adults or children (including billiard tables and pintables and table tennis requisites):				
	(A) Playing cards			No change	
	(B) Tables (including coin or disc-operated tables) for billiards and such games; tables with inlaid tops in the form of playing boards for chess, draughts or the like:				
	(1) Of wood	(a)	50%	33⅓%	33⅓%
	(2) Other			No change	
	DRINKING GLASSES				
70.13	Glassware (other than articles falling in heading No. 70.19) of a kind commonly used for table, kitchen, toilet or office purposes, for indoor decoration or for similar uses:				
	(A) Drinking glasses:				
	(1) Of crystal glass			No change	
	(2) Other	(a)	50% or 7½d. each whichever is the greater	50% or 7½d. each whichever is the greater	33⅓% or 5d. each whichever is the greater

The 10 per cent reduction which was applied generally to protective duties on January 1, 1963, is not applicable to the new reduced rates of duties on wooden furniture and the reduced specific rates of duties on drinking glasses. It is applicable to the *ad valorem* rates on drinking glasses shown above.

BENELUX

Renewal of trade agreements

A NOTICE published in the Netherlands *Economische Voorlichting* No. 40 of October 2, summarizes the position of the Benelux trade agreements as at October 1.

In some instances, where agreements have already been renewed, details have been published in the *Board of Trade Journal*. In addition, the following agreements are still valid:

Country	Validity of Agreement
Austria	April 1, 1963 – March 31, 1964
Bulgaria	January 1, 1963 – December 31, 1963
Czechoslovakia	April 1, 1963 – March 31, 1964
Denmark	December 1, 1962 – November 30, 1963
Hungary	January 1, 1963 – December 31, 1963
Israel	September 1, 1963 – August 31, 1964
Norway	May 1, 1963 – April 30, 1964
Portugal	October 1, 1963 – September 30, 1964
Spain	April 15, 1963 – April 14, 1964
Sweden	March 1, 1963 – February 29, 1964
Switzerland	April 1, 1963 – March 31, 1964
Yugoslavia	July 1, 1963 – June 30, 1964

FRANCE

Duty-free quota for flax seed

THE FRENCH *Journal Officiel* of October 8 announced that the quota for the duty-free import of flax seed (Tariff No. 12.01 FIa) has been increased to 100,000 metric quintals (gross weight) for the period from July 1, 1963, to June 30, 1964.

Details of this quota were published in the *Board of Trade Journal* of November 17, 1962, page 1037, and of January 4, 1963, page 53.

The French text of the above notice may be seen at the Export Services' Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

Modifications to customs tariff

THE FRENCH *Journal Officiel* of October 3, announced the following modification to the French tariff:

Tariff No.	Description	Rate of Duty
08.04 B	Dried grapes, imported in packages weighing 15 kg. or less	6.8%

The French text of the above notice may be seen at the Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

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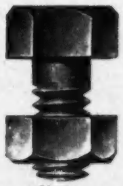

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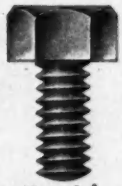

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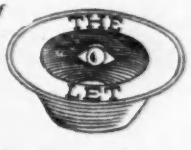

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	4 Oct. 1963
Business names registered (A)	1 Feb. 1963
Capital expenditure:	
By industry – provisional (Q)	13 Sept. 1963
– final (Q)	11 Oct. 1963
Expected capital expenditure (6-M)	16 Aug. 1963
Distributive and service trades (A)	14 Dec. 1962
Cars and commercial vehicles (M)	27 Sept. 1963
Catering trades turnover (M)	11 Oct. 1963
Chemical industries production (6-M)	10 May, 1963
Companies:	
Income and finance (Q)	2 Aug. 1963
New companies registered (M)	27 Sept. 1963
Engineering and electrical goods:	
Production, exports and orders (M)	27 Sept. 1963
Deliveries of certain products (Q)	27 Sept. 1963
Film industry:	
Cinema admissions and takings (M)	4 Oct. 1963
Trends in film going (A)	1 Mar. 1963
Foreign trade:	
Commonwealth trade (A)	28 June 1963
Sterling area trade summary (Q)	2 Aug. 1963
Trends in exports of manufactures (A)	27 Sept. 1963
World trade and production (Q)	21 June 1963
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Value of overseas trade (M)	27 Sept. 1963
Gold and dollar reserves (M)	11 Oct. 1963
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Assets and liabilities of HP companies (Q)	6 Sept. 1963
Business (M)	4 Oct. 1963
Industrial building:	
Provisional figures (Q)	This week
Industrial production:	
Census, first results (A)	14 Dec. 1962
Index nos. (M)	27 Sept. 1963
N. Ireland index (M)	27 Sept. 1963
Insurance companies:	
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Shipping movement at U.K. ports (Q)	13 Sept. 1963
Stocks:	
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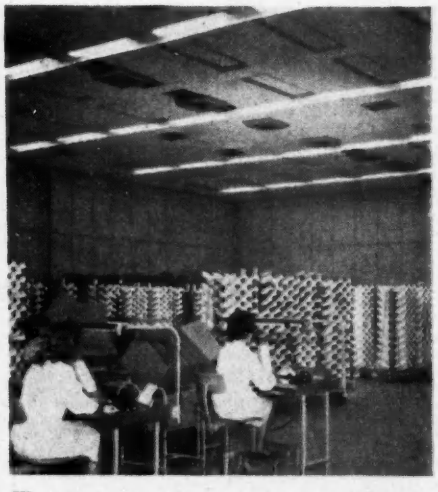
Wool and cotton output (M)	This week
Tourist traffic (M)	30 Aug. 1963
Wholesale prices:	
Average prices of selected commodities (A)	15 Feb. 1963
Index nos. (M)	This week

Board of Trade Departments, etc.

Subject	*Last published*
British Commercial Representatives Overseas	11 Oct. 1963
Board of Trade Departments	3 Aug. 1962
Board of Trade Regional Organization	in this issue
EGCD Local Offices	27 Sept. 1963
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	24 May 1963
U.S. Consular Office in the U.K.	21 July 1961

New Plant for N.I.



Spindles of nylon being packed for despatch at the new British Enkalon Ltd. nylon plant at Antrim, Northern Ireland, which was opened recently by H.R.H. Princess Beatrix, Crown Princess of The Netherlands. Extensive use throughout the plant has been made of various forms of expanded polystyrene board, tiles, and wall 'sandwich cladding' panels supplied by Jablo Group Sales Ltd.

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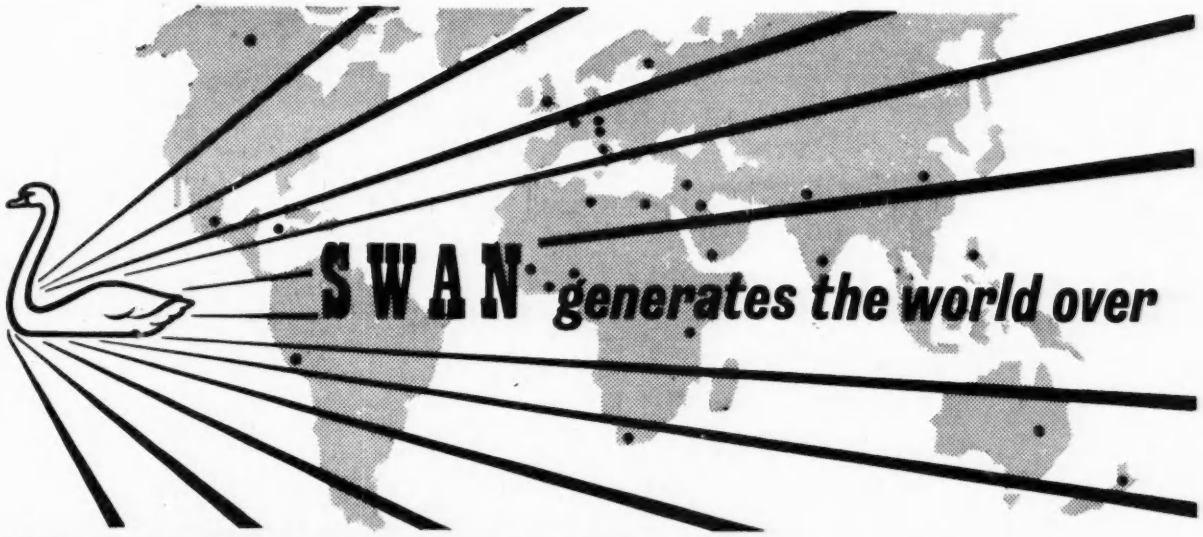

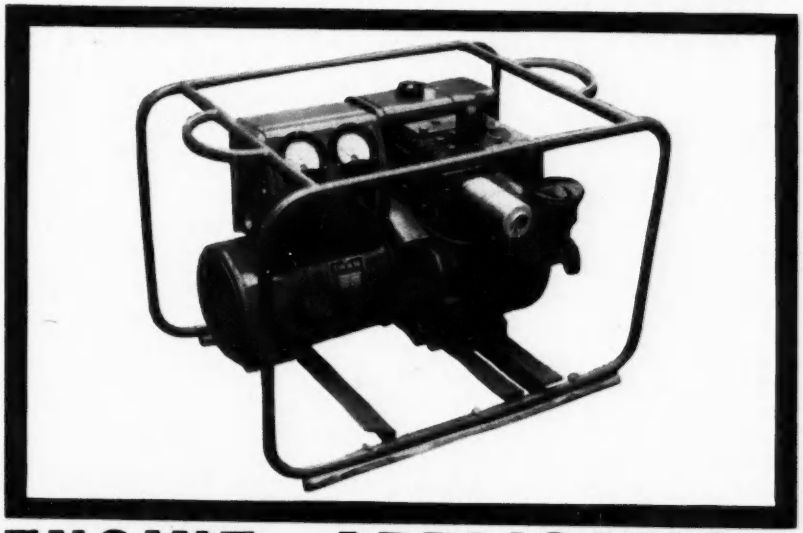

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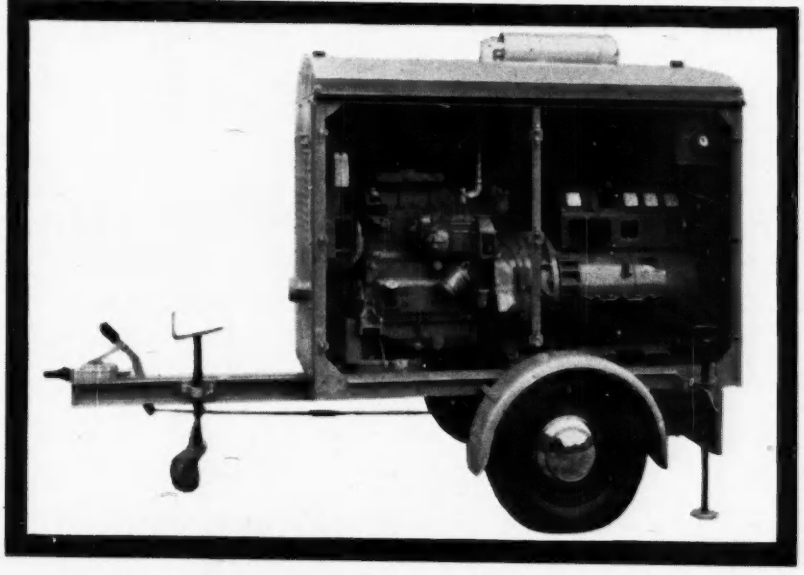

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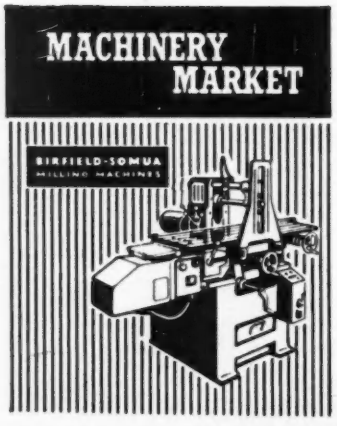
which one got the contract?



Like peas in a pod these two but one of them has just landed a coveted contract.

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